

# GRAIN & FEED JOURNALS CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*



Reinforced Concrete Storage Annex of Albert Schwill & Co., South Chicago, Ill.  
[For description see page 98]



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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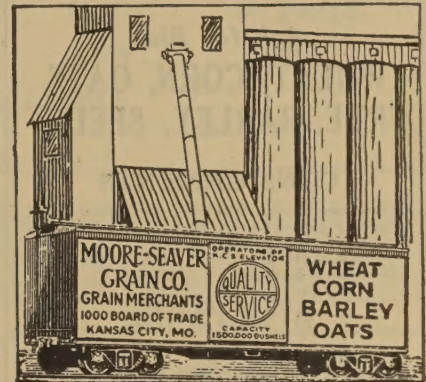
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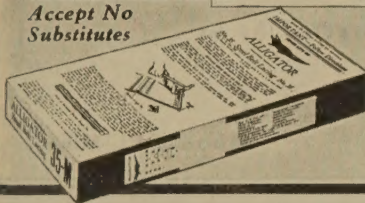
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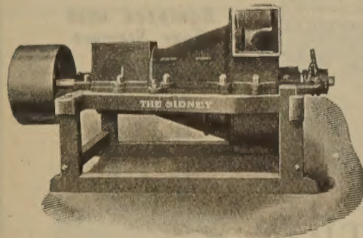
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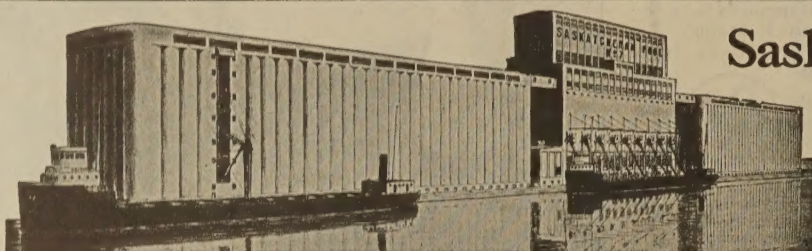
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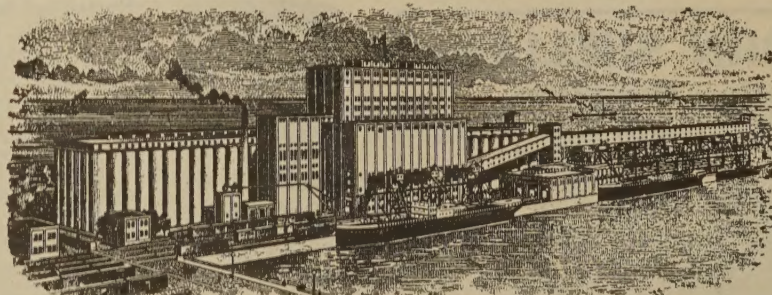
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If What You Want you see advertised, tell the advertiser. If Not—Tell the Journal.

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4121 Forest Park Blvd. ST. LOUIS, MO.

*Designers and Builders*

## GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

# Service

Prompt, efficient service at all times will do much to make your stay more enjoyable. We are prepared to serve you. We have foreseen all you might desire. Learn why more and more people are changing to

DALLAS' FINEST—MOST POPULAR HOTEL

*The Adolphus hotel*  
OTTO SCHUBERT, MANAGER

## ZELNY Thermometer System

*Protects Your Grain*

Estimates cheerfully given.  
Write us for catalog No. 6.

**Zelny Thermometer Co.**  
542 S. Dearborn St. Chicago, Ill.

Say you saw it in the  
**Journal**  
When you write our advertisers  
Thanks

## 1902 TRI-STATE MUTUAL 1934 GRAIN DEALERS FIRE INSURANCE COMPANY LUVERNE, MINN.

We write Fire and Windstorm Insurance covering All Kinds of Property.

Gross Assets, 1933.....\$303,000.00  
Maximum Fire Losses in any one Year..... 60,000.00  
Net Fire Losses, 1933..... 26,000.00

### CURRENT DIVIDEND 30% FOR GRAIN ELEVATORS AND CONTENTS

Financially Sound for 32 years.

Write for 1933 Financial Statement.

Ten Companies in our Group have Assets of

**OVER TWENTY MILLION DOLLARS**

E. H. Moreland, Secretary Luverne, Minn.

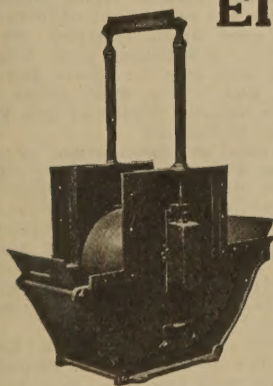
## Elevator Boot

Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups, 20" Diameter Pulley, Large Capacity.

*Use Rubber Covered Cup Belt—It Pays*

**WHITE ★ STAR ★  
COMPANY**  
Wichita, Kansas

Headquarters for  
GOOD ELEVATOR EQUIPMENT



NOT A  
POISON



Harmless to humans, live-stock, poultry; made of red squill

**K-R-O**  
KILLS-RATS-ONLY

K-R-O (powder form) 75¢.  
READY MIXED (no bait to buy) \$1.00.  
All druggists.  
K-R-O Co. Springfield, Ohio.

**RESULTS  
GUARANTEED**

## Affidavit of Weight (Duplicating)

This form is designed for use in making sworn statements of amount of grain loaded to substantiate claims for loss of grain in transit or when dispute arises. Printed on bond paper, in black ink, size 5½x8½ inches, and bound in books of 50 blanks, perforated, and 50 duplicates, with heavy binders board bottom and hinged pressboard top, with two sheets of carbon. Order Form 7 AW. Weight, 3 oz. Price 65c; three copies \$1.65, plus postage

**Grain & Feed Journals  
Consolidated**

332 S. La Salle St., Chicago, Ill.

## The Grain Trade's

accepted medium for "Wanted" and "For Sale" advertisements is the semi-monthly  
**Grain & Feed Journals Consolidated**



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

**OKLAHOMA**—Three grain elevators for sale in southwestern part of state. All in good condition and cheap for quick sale. Enid Bank & Trust Co., Enid, Okla.

Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

**MONTANA**—20,000 bus. elevator for sale; only elevator in Powell County; large outlet for dairy and chicken feed; located on two transcontinental railroads; will sell at a bargain. For particulars write Deer Lodge Elevator Co., Deer Lodge, Montana.

**NO NEED FOR FORMALITIES**—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

**MINNESOTA**—25,000 bu. elevator for sale; A-1 condition; large warehouse for seed business connected, also residence building with good store business, building connected; all on paying basis. Other interests demand my attention, this is an unusual bargain. Write Harry Myrom, Rosewood, Minn.

**CENTRAL OHIO**—30,000 bushel modern elevator for sale; on B&O RR; both steam and oil engine power; Hess grain driers; hammer mill; sidelines; transit car load and local grain; ample ground and warehouse facilities; only elevator at station. Write 72A5, Grain & Feed Journals, Chicago, Ill.

**KANSAS**—Good 8,000 bu. elevator for sale; equipped with 10-h.p. electric motor; 4 bu. Richardson automatic scale; globe truck dump; one 15-ton Howe wagon scale with type register beam; good large office and 9 good coal and feed bins; good reason for selling. Write 72C12, Grain & Feed Journals, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## ELEVATORS FOR SALE

**OHIO**—Elevator completely equipped for sale or lease; situated in good producing territory, Seneca County, Ohio. Address P. O. Box 71, Fostoria, Ohio.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

**WAREHOUSE**, 80,000 square feet, Concrete Elevator 110,000 bu.; land 612x120; siding, 20 cars, 3 railroads. Sacrifice for cash. P. O. Box 1069, Binghamton, N. Y.

## ELEVATORS WANTED

**WANT TO BUY** or lease with option to buy, small elevator or flour mill. Give full details. 72C7, Grain & Feed Journals, Chicago.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## MILLS FOR SALE

**MINNESOTA**—Feed Mill for sale, good farming community; modern machinery; diesel engine power; modern brick bldg. Owner has other business; priced low. E. J. Tuma, Veseli, Minn.

**MEMPHIS, TENN.**—Liquidation Sale: Feed mill, formerly operated by Pease & Dwyer Co. A complete, modern plant for manufacture of stock and poultry feeds; ready to run on an hour's notice; on I. C. and Frisco tracks, within 200 ft. of deep water on Mississippi River, 50,000 bus. bulk storage, ample sack storage, 18 motors. This section, with cotton bringing a good price, is improving rapidly. Must be sold. J. T. Morgan, 708 U. & P. Bldg.

## BUSINESS OPPORTUNITIES

**KENTUCKY** Plant formerly used by Allied Mills as feed mill for sale; 2 large brick bldgs. with complete grain elevator; on river and railroad, next to rail and river terminal. River Sand & Gravel Co., Owensboro, Ky.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of **GRAIN & FEED JOURNALS**, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

## SITUATION WANTED

**MIXED FEED PLANT SUPT.** 30. wants position; married; expert in building and maintaining formulas, also with all kinds of modern mlg. and mixing equipment; 10 yrs. valuable experience; can handle plant staff very satisfactorily. Prefer northern connections; best refs. Write 72B19, Grain & Feed Journals, Chicago.

## OFFICE SUPPLIES

**PROTECT YOUR CHECKS**—Use a Todd Protectograph—have one will sell cheap—\$7.00, prepaid. Cash with order. Thos. A. Bankmann, Room 900, 332 S. La Salle St., Chicago, Ill.

## HELP WANTED

**MANAGER WANTED** from No. Ill. for a rural country elev., no city; exper. in buying grain; carry also lumber, coal, hardware and bldg. supplies. Holcomb-Dutton Lbr. Co., Sycamore, Ill.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## Bargain Sale in Soiled and Shelf Worn Books

**Memo of Agreement**—Grain contracts for contracting grain and seed from farmers; is extensively used by grain dealers to avoid taking chances with verbal contracts. Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are also on bond paper. Check bound, 50 sets to a book with two pieces of carbon paper. Order by name, special price 75 cents to close out.

**Record of Receipts**—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus., Price, Kind, Seller, Amount," in the order named. Priced at only \$2.25, as is Order Form 83 Special.

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

**The Grain Shipper and the Law**—Every dealer in the United States should secure a copy of this book and refer to it in every difference with the carriers. It contains digests of the State Supreme, U. S. Circuit and Supreme Court decisions affecting every phase of the grain trade, especially the shipper's relations to the carriers, and will often save the user a great deal of litigation. Such subjects as Time for Filing Claims, Natural Shrinkage, Loss of Grain in Transit, Overcharges and Undercharges in Freight, Delivery on Forged, or Without Bs/L, Distribution of, and Failure to Furnish Cars, Delays, Grain Doors, and many others too numerous to mention, are treated in full. It is indexed and cross indexed so that anyone can readily locate any decision of interest, and no dealer can afford to try to do business without becoming fully posted as to his own privileges and the rights of others. Book contains 176 pages, size 6x9 inches, printed on book paper, and bound in velum de luxe. Sells regularly for \$2. One soiled book available for \$1. Order by name. "Special."

**GRAIN & FEED JOURNALS, Consolidated**  
332 South LaSalle St. Chicago, Ill.

## Modern Methods

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bushels

State.....



## Receiving Books For Grain Buyers

**Wagon Loads Received.** A good form used extensively in recording wagon loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Contains 200 pages of linen ledger paper, and is ruled 20 lines to a page, thus accommodating 4,000 wagon loads. Separate pages may be devoted to each kind of grain to each farmer, or wagon loads may be entered in the order received. Well bound in cloth, with keratol back and corners. Order Form 380. Price \$2.50. Weight 2¾ lbs.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size 9¼x11½, 200 pages, with a capacity for 4000 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$2.50. Weight 2¾ lbs.

**Scale Ticket Copying Book** contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size 9¼x11, supplied with four sheets of carbon. Order Form 73. Price, \$1.25. Weight 2 lbs.

**Grain Scale Book,** a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 252 numbered pages and index, size 10¼x15½, and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.00. Weight 5 lbs.

**Grain Receiving Register** is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8½x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$2.50. Weight 3 lbs.

**Duplicating Wagon Load Receiving Book,** designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back nine sheets of carbon. Order Form 66. Price \$2.50. Weight 4½ lbs.

**Grain Receiving Ledger,** may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the commodity handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective commodity headings. The book contains 200 numbered pages with 44 lines each, and marginal index in front, size 8½x13½, ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Order Form 43. Price \$3.25. Weight 3 lbs. Form 43XX contains 400 pages same as above. Price \$5.25. Weight 4½ lbs.

All Prices are for Chicago Delivery.  
Postage Extra.

Printed and Supplied by

## Grain & Feed Journals Consolidated

332 South La Salle St. Chicago, Ill.

## MACHINES FOR SALE

**FEED MIXER**—horizontal, like new—motor drive—one ton. Write 72C2, Grain & Feed Journals, Chicago, Ill.

**EAR CORN CRUSHER** & feeder for hammer mill—used 3 mos.—guaranteed. Write 72C4, Grain & Feed Journals, Chicago, Ill.

On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

**AIR BLAST CAR LOADER.** Guaranteed. A real buy. Write for particulars. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Missouri.

**CRACKED CORN machine**—cutter—polisher—grader—cleaner—ton per hr.—5-h.p. motor drive, or belt drive if wanted. Write 72C3, Grain & Feed Journals, Chicago, Ill.

**USED 15, 25, 50-BBL.** midgets, hammer mills, 2 pr. high N & M corn rolls, bran & flour packers; mill mchy.—cheap. We trade and give terms. Gray Elec. Co., Springfield, Mo.

**GRAIN SCALES.** Richardson, Fairbanks, Smith Exact Weight Scales. Car Pullers. Three pair high Feed Mills. Driers. Attrition Mills. Bag Closing Machines. Pulleys, Shifting, Hangers, Belting. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

**SELL YOUR SECOND HAND** Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

**MACHINERY BARGAINS** — 15-h.p. single phase Wagner motor, Dreadnought Burr Mill, size 20 type E. One high frame Western cracked corn grader and separator. All in working condition and priced to sell. Write Corray Bros., Lock Box 261, Urbana, Ill.

## WANT ADS WORK WONDERS

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ AND USE THEM.**

## Leaking Car Report Blanks

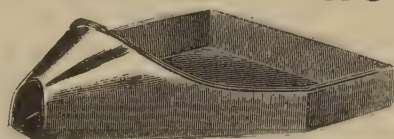
bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating reporting specific places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on Goldenrod bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Weight, 3 ounces. Price, 30c a pad; four for \$1.00. Prices f. o. b. Chicago.

## GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St., Chicago, Ill.

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½ x 12 x 16½", \$2.00 at Chicago.  
Seed Size, 1½ x 9 x 11", \$1.65 at Chicago.

## GRAIN & FEED JOURNALS

CONSOLIDATED

332 So. La Salle St., Chicago, Ill.

## MACHINES WANTED

**UPRIGHT FEED** mixer wanted, ½ ton size. Also clipper seed cleaner. W. A. LaFleur & Sons, Madison, Nebraska.

**USED GOOD HALF** ton feed mixer wanted. Must be in good condition; quote lowest price quick. Andrew A. Berry, Clarinda, Iowa.

**WANT TO BUY**—200-bbl. milling machinery, 2 100-h.p. diesel engines and feed mlg. mchy.; excellent condition. C. O. Cobb, Grant, Neb.

**WANTED**—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of GRAIN & FEED JOURNALS in securing prices and estimate of machines for sale. We can save you money. More than value received.

## MOTORS FOR SALE

**ELECTRIC MOTORS**—All sizes—bankrupt stock. Guaranteed. Write 72C1, Grain & Feed Journals, Chicago, Ill.

## ELECTRICAL MACHINERY

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

**DYNAMOS AND MOTORS WANTED**—Buyers and this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of Grain & Feed Journals—the medium for power bargains.

## ENGINES FOR SALE

**DIESEL OIL** engine for sale; 25-h.p. Fairbanks Morse Y. This engine was built in 1922, only used for 2 yrs. work; in good running order. Jos. Eichinger, Mellette, S. D.

**ONE 20-H.P. STEAM** Engine with 40-h.p. boiler for sale; in good running order. Changing to electric power reason for selling; priced cheap. Cisco Co-op. Grain Co., Cisco, Ill.

**ONE 60-H.P. TYPE "Y"** Style "V.A." Fairbanks-Morse Diesel Oil Engine for sale; equipped for running water cooling; complete. Reply to 72B13, Grain & Feed Journals, Chicago, Ill.

**ANY KIND, ANY SIZE, Any Price** engine, which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

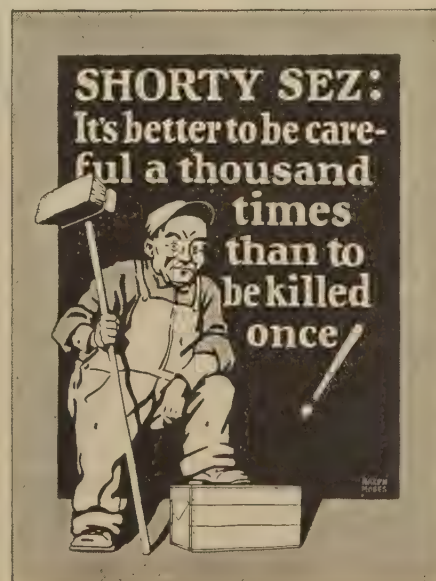
## ENGINE WANTED

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

## SCALES FOR SALE

**BRAND NEW 15 AND 20 ton** Howe type scales for sale; 30% or more saving; only a few left. W. E. Vale, 53 N. Forge St., Akron, Ohio.

**SECOND HAND** scales for sale of any make, size or price, always find ready buyers when represented in the "Scales for Sale" columns of GRAIN & FEED JOURNALS Consolidated.





# Here's a Profit Opportunity for Grain Merchants

IN THESE DAYS it pays to give serious thought to volume-building lines that can be sold at a profit, without adding materially to your investment. INTERNATIONAL TWINE is such a line.

The farm public knows INTERNATIONAL TWINE and has confidence in it. Then buy it—and there are no comebacks; the high quality takes care of that.

Because International Harvester branches—carrying full stocks of INTERNATIONAL TWINE—are so conveniently located, you can successfully sell this twine out of very limited stocks. Supplementary supplies can always be obtained from the branch on short notice.

You'll find it an easy matter to place a good volume of this high-quality twine among your friends and customers, *at a good profit!* Get in touch with the International traveler, the nearby branch, or write direct to us at Chicago, and ask for information on INTERNATIONAL TWINE. You will soon see the advantages in lining up with International Harvester this year.

## INTERNATIONAL HARVESTER COMPANY

606 SO. MICHIGAN AVE.

OF AMERICA  
(Incorporated)

CHICAGO, ILL.

Read These GOOD REASONS Why It Is Easy to Earn Greater Twine Profit Selling INTERNATIONAL TWINE

High quality twine means satisfied customers.

Full stocks at International Harvester branches—not necessary for you to carry a big supply.

The International Harvester name and reputation stands behind every ball of International Twine.

International Twine is guaranteed for length, strength, and weight. Treated against destruction by insects.

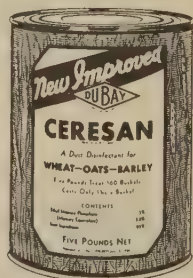
Made by the builders of McCormick-Deering binders.

ASK US FOR OUR INTERNATIONAL TWINE SELLING PROPOSITION.

*"Farmers have needed this treatment"*

## A NEW DUST

FOR  
WHEAT  
OATS  
BARLEY



Ever since farmers first used seed treatment they have needed *one* disinfectant that would protect *all three* important cereals.

Now you can offer them such a treatment in *New Improved Ceresan*. Introduced last year just for wheat, this *ethyl mercury phosphate* dust is now recommended for oats and barley as well. In three-year tests, it increased

wheat yields an average of 4.5%; oats yields, 10%; produced a 12% average increase in barley stands.

*New Improved Ceresan* is cheaper to use and *easier* to sell. Costs the grower only 17¢ to 21¢ to treat a bushel of grain; almost dustless when applied with treater.

Can also be applied by shovel method. Write your wholesaler now for prices!



**BAYER-SEMESAN CO., INC.**  
DEPT. F-2, WILMINGTON, DEL.

## FIRES DON'T HAPPEN! THEY HAVE TO BE STARTED

Friction leads the list of fire causes.

Anti-friction bearings and better lubrication of plain bearings would reduce the number of elevator and mill losses materially.

Write to us, or to your Mutual Insurance office for information.

**Association of  
Mill & Elevator Mutual Insurance  
Companies**

230 E. Ohio Street  
Chicago



# GRAIN & FEED JOURNALS

CONSOLIDATED

INCORPORATED

332 S. LaSalle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

MANY of the splendid addresses quoted in this number merit the careful perusal of every thoughtful grain merchant.

NOTWITHSTANDING many different administrators, commissions, boards and bureaus have been established in Washington to reduce the production of grains, the Senate and House conferees have approved a seed loan bill making available forty million dollars to assist farmers in producing more grain. How inconsistent.

WHEN THE GRAIN growers of the U. S. A. gain a clear understanding of the effect on the markets for their products by the unreasonable tax on grain sold for future delivery, they will bombard their representatives in Washington with an irresistible demand for open markets free from either tax regulation or limitation.

ACCEPTING cut freight rates has recently won a \$7,000 fine and two years in prison for a produce commission merchant of Chicago. While it may be extremely difficult to determine exactly what is the legal rate on all shipments, the law excuses no one on account of ignorance, so it is all important that shippers study the published tariffs.

THE INTERNATIONAL Wheat Conference, which had its heart set on reducing the world's production of wheat, has not yet succeeded in effecting any real reduction, but it will meet again in Rome this spring and may resolve to effect another reduction. While its recommendations may be amusing to most farmers, they are not likely to pay much attention to the Conference's conclusions.

REPORTS OF CARS leaking grain upon arrival at St. Louis and Minneapolis, which are published in this number, show conclusively that many grain dealers are still careless in the cooping of cars to which they entrust their grain for shipment. Of course, they pay dearly for their carelessness, but the marked improvement in the preparation of cars by shippers during recent years is most encouraging.

GRAIN DOORS are a part of the railroads' equipment and generally are supplied by each carrier to grain shippers at its stations free of charge. For a grain carrier to charge freight on grain doors used in making its box cars suitable for transporting grain, as reported by the Chairman of the Transportation Com'te of the Indiana Ass'n is ridiculous. Why not also charge freight on the box car to and from the station originating the shipment. The grasping greed of some railway freight agents seems to have no limit.

CONTINUED DROUTH throughout the winter wheat belt convinces many that the weather man is doing more to reduce the productive wheat acreage of 1934 than all of the many activities of the Dept. of Agriculture. A continuation of present conditions will no doubt result in the departments requesting spring wheat farmers to refrain from any reduction in their acreage, notwithstanding many of them have accepted a liberal bonus for so-doing, and sad to relate, the spring wheat territory has had little snow this winter and is suffering more intensely for moisture than for many years.

SO MANY FARMERS are planning on planting barley the coming season, only those who plant the most desirable varieties for malting are likely to obtain satisfactory returns for their crop. The legalizing of beer will, of course, greatly increase the demand for prime malting barley, but so many growers are planning to supply this market, that only the better qualities can be expected to bring profitable returns.

SO MANY feed mills have been wrecked by tramp iron, it is most encouraging to learn of the precautions being taken by operators to protect their plants from foreign substances in the grain. The danger is so generally recognized and the liability of the mill operator so heavy, none can afford to take chances with either wrecking their plants or killing the livestock of their customers, through failure to keep tramp iron out of their mills.

SO MANY GRAIN dealers' offices have been robbed during the last two years, it is becoming necessary for all grain elevator operators to build their offices with heavy doors, protect windows with heavy grating, and equip all openings with burglar alarms that will tell the town marshal, as well as the elevator owner of the office's entry by marauders. Radios, typewriters, adding machines and check protectors can be sold at the next station.

SENATOR CAPPER'S new bill to amend the Grain Futures Act will drive some more traders out of the farmer's market and hurt the producers far more than anyone else. The political meddlers have persisted so long in taxing and regulating those who sell grain for future delivery, it will require a real test to convince them that they are working against the farmer's best interests instead of helping to strengthen the markets for his products.

JACK FROST will soon be heaving the ground about your truck scales so as to place your weights in doubt. A careful testing by scale manufacturers equipped to determine the accuracy of your weighing facilities may save you many times the cost of the test. Several of the state grain dealers ass'ns are arranging for tests by manufacturers equipped with the latest scale testing apparatus known to the trade, so there is little excuse for any grain dealer entrusting his scales to the mercy of sharks who have neither experience or equipment for doing this work.

WHILE THE RESOLUTIONS adopted at the different grain dealers' conventions recently doubtless had the hearty approval of everyone in attendance, the reports of the Resolutions Committee did not include many important problems confronting the grain trade today. In fact, the suggestions of many speakers for resolutions expressing their own convictions were omitted, not through lack of sympathy with the speaker's suggestion, but because his request was overlooked. If speakers addressing any trade convention really desired the convictions of the convention crystallized in the form of a resolution, they would write out their own convictions and present them to the Resolutions Committee. Doubtless in ninety-nine cases out of one hundred, the Resolutions Committee will gladly approve of the speaker's suggestion.

CHICAGO, ILL., FEBRUARY 14, 1934

THE DEMAND FOR SOYBEANS and the improvement in facilities for handling and grinding soybeans should stimulate the substitution of this crop for some of the reduced wheat and corn acreage.

THE LARGE attendance at each of the grain dealers meetings reported in this number proves that the enterprising members of the trade are eager to keep in touch with the latest developments in regulations, limitations and methods.

LABORATORY TESTS of Pyroil have so completely convinced the engineers of the Mutual Fire Prevention Bureau of the great merits of the lubricant, that no elevator operator who is interested in reducing the friction of his bearings or his power cost will neglect to buy and use this latest of lubricants.

THE RAILROADS have won back so much of their passenger business through sharp cuts in their passenger fares, it would seem they would try the same stimulant for their freight business. Wherever material reductions have been made in freight rates, the railroads have profited and the trucks have lost.



OPERATORS OF PORTABLE feed grinders have found the business so unprofitable that few are continuing to travel the highways. When the operator is in condition or in the mood to travel, the country roads are not always passable, and it may be that the mill is not in prime working condition or the motor refuses to move. So many fickle factors contribute to the failure of the portable feed grinder, it was doomed to lose out from the start.

THE ADVANTAGES of a private office are very apparent to the manager of an Iowa elevator who was alone in his general office with his back to one door when a stealthy holdup man shoved a gun against his back. While he was struggling with his first assailant, a second came in a second door and hit him with a black-jack. Unconscious for several hours he awoke to miss several hundred dollars. A private office with a clear view of both doors might have enabled him to put up a successful fight.

THE MEMBERS of the grain trade who saw fit to discuss or refer to the "New Deal" at the recent conventions were unanimous in denouncing the efforts of the A.A.A. and the NRA as being far more destructive of business enterprise than helpful. If all of the dealers doubting the value of the so-called helpful activities of these two agencies were to join in a vigorous campaign for relief from Government interference, business would of itself make much faster recovery.

A MISGUIDED Congressman from Montana, who is supposed to be representing the farmers in the lower house of Congress, has introduced a bill to investigate the profits and losses of those dealing in wheat and cotton futures. This may be the personal private business of the traders, and if Congress has any real interest in the welfare of the American farmer, it will do everything in its power to make the markets for agricultural products more attractive to traders. Driving buyers out of the public market never has and never will help growers.

CORN GROWERS will have until March 1st to seal their holdings and borrow 45 cents from the Government, but most of the farmers who have so far refused to tie up their stock of corn for 45 cents have refused because they feel that the Government loan is not a sufficient compensation for reducing their 1934 acreage. Many farmers have sold their corn at 35 to 38 cents and felt that they were getting more by direct sale now than by borrowing 45 cents, paying interest, sealing costs, shelling and hauling charges and standing the shrinkage and deterioration.

SHIPPING OUT stored grain without hedging against its sale has ruined many elevator operators because their shipments did not net them enough to pay for the grain after the market had suffered a sharp advance. Accepting 80,000 to 100,000 bushels of grain for storage in a 20,000 bushel elevator may accommodate a number of your farmer patrons, but it surely places the business in a hazardous position. Many who have taken the chance have been ruined by the advance in the market. If you must store, don't ship out without hedging against the grain you sell.

WHILE THE GOVERNMENT, of North Dakota is seriously considering abandoning the grain and milling business, the Government of Indiana is preparing to engage in it. North Dakota has lost heavily every year since it started the operation of its modern plant at Grand Forks, and doubtless every other state will have the same expensive experience in any business enterprise in which it engages. Politics and business have never yet been mixed profitably for more than one administration.

GOVERNMENT interference has paralyzed trading on the futures markets of Buenos Aires and Rosario. With no more intelligence than is exhibited by our own agitators at Washington the Junta Reguladora has seen fit to prohibit selling for future delivery. One may buy but can not sell. Exporters in consequence find it impossible to hedge. To play safe the dealers in Argentina must buy on a greater margin of profit, thus penalizing the producer, who is always the victim of well intentioned government bungling.

### Grade Changes Opposed by Trade

After having been bombarded for several years with suggestions from every source that innumerable changes, some minor and some major, should be made in the official rules for grading grain, the grain division of the Bureau of Agricultural Economics was fully warranted in assembling the apparently useful suggestions and putting them before the trade.

That the proposed changes gained very little support and far greater opposition at the various hearings that have been held is no reflection on the grain division, who are simply arbiters, interested in reflecting the value of better grains to the growers, and making the grading system a better working tool for producers, dealers and processors.

The designation "tough" accepted in Canada, is not wanted in the States, as it conveys a stigma.

While it may seem desirable to afford millers protection against durum admixtures in contract wheat out of terminal markets, if the mixture were penalized in the grading the millers would find themselves paying a higher price for contract wheat and would be no better off than at present.

One of the most constructive suggestions was the special report on barley by the Chicago barley handlers, with a view to creating a grade of barley that could be bought and sold for future delivery and acceptable to maltsters.

Refinements in the grading of oats are condemned as impossible of accomplishment by the country elevator operator, who lacks the great number of bins required. The grades would reflect back the discounts but not the premiums to the producers.

About the safest course for the grain division is to move in the direction of least resistance. For example, no great opposition developed to putting more information on the certificate. Instead of designating wheat by grade as "tough" and giving it a black eye, convey exactly the same information by stating the percentage of moisture on the certificate. After the inspectors have ascertained the grading factors on a certain sample why not pass on the facts to the interested parties?

### Codes Not Enforceable by Federal Authority

Since the earlier decision sustaining the validity of the Agricultural Adjustment Act in the California orange case there have been four federal decisions declaring federal control of local industry to be unconstitutional.

The opinion by Judge Akerman of Florida, published elsewhere, goes to the roots of the question, and scuttles the entire A. A. A.

Judge Barnes of the district court at Chicago on Feb. 10 denied the government an injunction restraining an oil company from violating the petroleum code by giving premiums to customers.

The district court at Sherman, Tex., Feb. 12, declared the federal petroleum code unconstitutional.

Thus the weight of authority seems to be accumulating against the assumption by the central government of powers not expressly granted to it by the states.

Advices from Washington Feb. 11 that the Roosevelt administration was drafting a model state code enforcement law for enactment by the various states would indicate that the administration contemplates turning over the enforcement of codes to local and state officers. Even so, it is suspected that the state constitutions will not permit the regulation of the great number of industries that are not directly affected with public interest.

The state of Oregon has enacted a law enforcing the National Recovery Act, but no test has been made of its validity in the courts, and the same objections found by Judge Barnes to delegation of power by the legislative to the executive would appear to render ineffective state code enforcement.

The courts are more likely to defeat efforts toward price fixing attempted in some industrial codes, and to give approval to the more moderate ideas expressed in the codes of the grain industry, which have been directed solely toward doing away with unfair competition. The grain trade is so thoroly convinced of the folly of price fixing that it asks no indulgence from the courts on that score.

If not enforceable in all respects by the federal authority there is certain to be salvaged from the great work done by grain code committees much that will aid in doing away with unfair trade practices.

THE LATEST INFORMATION direct from bug headquarters discloses the most disturbing fact that the chinch bugs are planning a greater crusade against the corn fields next summer than they have ever pulled off. The impression prevails that the leaders are somewhat jealous of the destructive campaigns put on by the grasshoppers in the wheat fields. Both organizations have made such successful campaigns for the reduction in the production of corn and wheat, the wonder is that Congress does not refuse to appropriate any money for the extermination of these crop destroyers. Just let them multiply in the natural way and they will effect the reduction in the production of these two grains so vigorously planned by the wise architects of the farmers' future, holding forth in the Dept. of Agriculture.



# A. A. A. Held Unconstitutional

Judge Alexander Akerman of the U. S. District Court of the Southern District of Florida, at Tampa, on Jan. 30 held that the Agricultural Adjustment Act was unconstitutional.

Plaintiffs, Hillsborough Packing Co., and Lake Fern Groves, Inc., did not object to the entire Act, but sought only for an injunction to restrain the Sec'y of Agriculture, thru his Citrus Control Com'ite from enforcing the commodity benefits clause. The court went farther and threw out the whole Act.

Judge Akerman said, in part: The situation as it appears is that after the plaintiff serves notice that he is going to apply to the court for an injunction restraining the control com'ite and the secretary of agriculture from any further interference with his private business, that is the sum and substance of it, after that notice, and the day before the case is called, these gentlemen—and it is not for me to consider their motives at all—but apparently for the purpose of depriving the court of any power to pass upon the case, temporarily vacated said prorate orders, then after the court denies the restraining order on the strength of that, they, in effect, tell the trade or the industry in the state that "we will hold off these prorate orders until the day after the judge decides the case and then if we see fit, we will put them in effect again." That is the situation.

If it is not constitutional, and if it is a usurpation of power, then a citizen has the right with the jurisdictional amount involved sufficient to come into a court of competent jurisdiction and ask the court to tell these gentlemen who are subject to the jurisdiction of the court: "You let my business alone." So, that brings it up to where, without cowardice on my part, I cannot refrain from passing upon the constitutional question here involved.

When you go to inquire as to whether an act of congress is constitutional or unconstitutional you must find in the constitution of the United States, either express or implied, full authority for congress to legislate upon that subject.

**Interstate Commerce Regulation.**—Almost every product of agriculture does now enter into and become a part of interstate commerce, and after it starts into interstate commerce, then, undoubtedly, congress has the power under the constitution to regulate it, but until that time it is subject if to be regulated at all to the sole regulation of the states. It might be wise to change that, that changed conditions justify that change in the constitution, but I cannot change it. These gentlemen that are defendants here, they cannot change it. The secretary of agriculture cannot change it, and the congress itself cannot change it. And if the constitution is ineffective and too archaic to meet the present conditions then in God's name, let us change it according to the method pointed out by the constitution, or if it has to be changed in any other way, let it be by revolution, do not let it be by insidious encroachment.

Now let us see about this department of agriculture. There is no place in the constitution for that department at all. It engaged in some things that were rather ludicrous and perhaps humorous that went to the extent of instructing the good farmer's wife how to fold the diapers up on the babies and how to cut the little fellow's pants, so that he could look after himself, without the aid of his mother, and that has spread and spread and spread until the secretary of agriculture has at his command an army bigger than George Washington ever had. He has more power than Caesar ever had, he has more power than Napoleon ever had; all without authority of the constitution of the United States.

Now congress has drawn the skeleton of an act thru which to use a common expression, thru every paragraph of it, when you consider it in the light of the constitution, you could drive eight yoke of oxen thru the holes that were left to fill in, delegating powers to appoint unknown officers not enumerated and telling these officers what they can do and what they cannot do.

Now here in this case, within the jurisdiction of this court, he has set up a board that from the orders that we have before the court he is not trying to persuade the farmers or the growers of fruit but every one of these says order, order, order, and that is one of the things that vexed me more than any other thing about the power that the gentleman has, that he has to order. It sounds more like a commanding officer of the army, ordering his soldiers around. It says that you are ordered to do this, or ordered to do that and ordered to refrain from this, and ordered to refrain from that.

**Can Not Order Citizens.**—I am of the opinion that they are without constitutional authority to order a citizen to do anything or to refrain

from doing anything. That may be going very far but I am not avoiding the issue and I am not unmindful of the fact that I may be and probably will be reversed. But if I am reversed, then the supreme court has got to do some taking back, and it has the right to take back, but I do not have the right to overrule the supreme court.

Now I take no pleasure in making these statements, but I was bred under the old, simple doctrine, that two wrongs do not make a right. If the market has gone to pieces by reason of some of the growers' failure to join in and carry this on, and that is the reason, and perhaps that is wrong, yet that does not give anybody the authority to go and say to the grower that he cannot do what he pleases with his own property, and I say maybe it would be better if the constitution did give somebody that authority; but as yet, it has not done it.

If this setup can be carried on, then it is competent for the secretary of agriculture to prorate shipments in interstate commerce of nothing but pink grapefruit, which I understand is very largely produced in Texas and very little of it in Florida, and if there is a particular kind of orange grown in California that is not grown here, it is competent for him to say that that can only be shipped in interstate commerce.

The ship of state is bearing down a very narrow channel between Scylla of communism on the one side and the Charybdis of a dictator on the other. Our triple form of government is gone, the legislative, executive and judicial. It may be that the judicial are willing to abdicate and will have to abdicate, I do not know, but so long as I remain on the bench I am going to declare the law as I see it. If I am wrong I can be corrected, and if I am right, I will be upheld, and when the time comes that I have got to yield to popular clamor and to intimidation and threats and decide cases contrary to what I believe is right, then I will hand my commission back to the president and retire.

## Kansas City Hearing Against Grade Changes

Millers, farmers, brokers, elevator operators and country shippers present at the hearing on proposed changes in federal grades of grain held at Kansas City Feb. 9 voiced their objections to greater rigidity and refinements in grading.

The grades com'ite of the Kansas City Board of Trade and the grain standards com'ite of the Southwestern Millers League were among the organizations filing opposition.

E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, sent letters from representative dealers expressing satisfaction with the present standards.

The Southwest Ass'n of Country Elevators, representing the operators in seven states, will file written report in favor of retaining the present standards.

## Object to Changes in Grades

At the meeting called by the Bureau of Agricultural Economics at St. Louis, Mo., Jan. 23, those present objected to the principle of letting down the grades of either soft red winter wheat or hard winter wheat. They also objected to the change in the moisture content and the dockage allowance which was based on the changes made when the revision took effect Sept. 15, 1927. Those present favored the proposed change considered as damage or heat damage, not only wheat which may be so damaged, but also to make these factors applicable to all damaged kernels or pieces of kernels of other grains in the wheat.

Millers oppose any letting down of the standards of smut wheat and garlicky wheat. Their organization has spent thousands of dollars in their work on the eradication of garlic on Illinois and Missouri farms, and any let down in the standards will be especially detrimental to the farmer who owns his own farm insofar as there is nothing that depreciates the value of a farming land faster than an increased infestation of garlic. The vote on sustaining the objections in reference to lowering the grades on smutty and garlicky wheat was unanimous.

## Capper's New Bill to Regulate the Grain Exchanges

S. 2335, by Capper, would amend the Grain Futures Act to make it unlawful to trade in puts and calls, to bucket any order; to deal for his own account while licensed as a pit broker, to mingle the margin or securities of customers with his own.

It is provided that lower grades may be delivered on contract at discounts approved by the Sec'y of Agriculture, that no contract market can enforce any rule not approved by the Sec'y of Agriculture, that no person shall have more than 2,000,000 bus. long or short at one time, and this amount may be cut down to 500,000 bus. at the will of the Sec'y of Agriculture, that every person buying or selling more than 500,000 bus. must report to the government and the Sec'y of Agriculture may require reports of smaller amounts.

A license must be applied for to the Sec'y of Agriculture by commission merchants, brokers, pit brokers, managers of branch offices, and correspondents, the charge for which is to be \$10.

The penalty for violation of the Act is a fine of not more than \$10,000, or imprisonment for not more than one year, or both.

Evidently the shortsighted Senator desires to drive all traders out of the markets for the farmers grains. This should arouse grain producers to protest loudly.

## Effective Date of Grain Exchange Code

The report from Washington early in January that the grain exchange code was soon to be made effective has been again revived early in February.

It is said again that no important changes have been made from the draft considered at the formal hearing held Nov. 27 and 28.

## Redrafting Country Elevator Code

George Carlson has succeeded Mr. Cunningham in the N. R. A. and taken over the preparation and administration of the Country Elevator code. Mr. Carlson also has the Grain Exchange code and the Terminal Elevator code, today covered all three subjects. He is reviewing the whole history of the code himself and looking over the recommendations made by Mr. Cunningham and the trade's code com'ite as of Jan. 20. Mr. Montgomery is making certain recommendations. Mr. Abt is preparing certain additions and suggestions to the code as to the fair trade practice section.

## You May Count That Day

If you sit down at set of sun  
And count the acts that you have done,  
And, counting, find  
One self-denying deed, one word  
That eased the heart of him who heard—  
One glance most kind,  
That fell like sunshine where it went,  
Then you may count that day well spent.

But, if, through all the livelong day,  
You've cheered no heart, by yea or nay—  
If, through it all  
You've nothing done that you can trace  
That brought the sunshine to one face—  
No act most small  
That helped some soul and nothing cost—  
Then count that day as worse than lost.

—GEORGE ELIOT.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Loans on Elevators as Security

*Grain & Feed Journals:* Are there any loan companies that make loans to elevator operators and take first mortgage back as security?—Michigan.

### State Experiment Stations?

*Grain & Feed Journals:* Will you please tell me the location of the Illinois, Indiana and Kentucky experiment stations?—E. H. Linzee, state grain inspector, Oklahoma City, Okla.

**Ans.:** The Illinois station is at Urbana, H. W. Mumford, director; Indiana at La Fayette, J. H. Skinner, director, and Kentucky at Lexington, T. P. Cooper, director.

### No Feed Processing Tax

*Grain & Feed Journals:* What taxes, if any, we are expected to pay on wheat, corn, etc., processed for feed. Also, are there any special provisions of the grain or feed code now approved that we should observe?—Gibbons Market, B. C. Gibbons, Kearney, Neb.

**Ans.:** Cereals ground into feed do not require payment of processing tax. Grain and feed codes are not yet effective; but employers are expected to abide by the President's re-employment agreement.

### Landlord Lien Before Mortgage?

*Grain & Feed Journals:* We recently settled for a lot of corn delivered by a tenant, and the landlord asked us to withhold \$30.00 due him for cash rent, which we did.

The corn was mortgaged to a local bank that is now in receivership, and the bank had some time back placed this mortgage in the hands of the Reconstruction Finance Corporation as collateral, and it seems that the R.F.C. is sending field men out to help make settlements on mortgages.

Our customer took the check for his corn to the bank holding the mortgage and was greeted by a field man of the R.F.C., to whom he turned over the check and our statement covering the settlement for the corn. The field man immediately called us on the 'phone, stating that we had no right to withhold the \$30.00 due the landlord, as this corn was covered with a chattel mortgage to the bank, which the R.F.C. now owns, and made demand upon us for the \$30.00. He went on further to state that the present administration has ruled against a landlord's lien taking preference over a mortgage.

We are advised by a local attorney that there is no change in the status of the law in Illinois on this matter of a landlord's lien, as it takes preference over a mortgage on grain raised on the landlord's farm.

Please let us have your opinion on this case and advise us if there has been any ruling by the administration in this matter in this or other states.—Davis Bros. & Potter, Chas. P. Kennell, mgr., Camp Grove, Ill.

**Ans.:** The contention of the R. F. C. man is ridiculous. A tenant has no power by mortgage or otherwise to divest a landlord of his lien. A tenant can mortgage only his own share or interest, that is, what he has left after satisfying liens of landlord, and (in Illinois) thresherman or sheller.

If the landlord had signed a waiver of his lien in favor of the mortgagee the result would be that the receiver of the bank would be entitled to the whole of the proceeds of the sale of the corn free of lien. But this is probably not the fact.

In making loans on corn to producers the government's Commodity Credit Corporation is requiring landlords and all other lienholders to sign a waiver of their lien, so its managers fully realize that the landlord's lien takes priority.

### Landlord Bound by Corn-Hog Agreement?

*Grain & Feed Journals:* Jones has a farm which he rents to a tenant on a fifty-fifty basis. The point that he is interested in is: if the tenant would share in the corn reduction bonus if he were to retire a part of this land for the payment of the bonus this year.

This landlord advanced the argument that while the land was all his and the tenant was doing no work on it, it was his idea that he would be entitled to the entire bonus.—Badger Pop Corn Co., Waterloo, Wis.

**Ans.:** Section 15 of the corn-hog reduction contract binds landlord, who also must sign, to allow the tenant the same division of the proceeds of the farm as under the 1933 lease, so landlord can not get the entire bonus, as claimed by him.

### Recovery for Cross-Town Shortage?

*Grain & Feed Journals:* During the last few months we have shipped a great number of cars of wheat from our elevator to a local mill within the switching limits of this city, a distance of probably two miles. No billing was used and the cars moved on a local switch.

All the cars upon unloading were found to have a shortage of weight, some as high as 600 to 700 pounds. Although no defects were found in the equipment we filed claims for loss in weight in transit, as it was our understanding that the railroad being a common carrier is responsible for the contents of a car as long as it is in its custody.

The claims, without exception, were turned down with the contention that the distance was so short as to render it impossible for the equipment to jar loose or in any other way cause small leaks and the shortages, therefore, were results of variation in scale weights.

The railroad denied all responsibility as to the correctness of the weights, claiming that it assessed transportation charges on the movement per car (this being \$9.75) and not on the basis of weight. Both in- and out-loading weights were checked by sworn deputy public weighers and the railroad, in the absence of a tally weighmaster, has no way of proving that weights were incorrect.

We read in the Journal of several court decisions where the railroad was held liable for loss in weight even in cases where no evidence of defect in equipment was found, the burden of proof being on the carrier as to how the shortage occurred.

Are there any court decisions on record which are similar in aspects to the above case, thus establishing a precedent?

The railroad claims that an intra-city switch is separate and distinct from a line-haul and, therefore, decisions rendered on the latter have no bearing on this case.—Sunset Elevator Co., K. G. Baertl, traffic manager, Galveston, Tex.

**Ans.:** All of the court decisions are to the effect that the railroad company is responsible for the weight loaded into the car at the point of origin and must deliver amount received.

When a public weigher, as in this case, weighs the grain into a car no affidavit from him is necessary as would be the case with a Board of Trade or private weigher. His certificate is prima facie evidence of the quantity placed in the car when loaded.

The courts refuse to hold that the weight when unloaded proves how much was placed in the car at the point of loading, as the claim agents would have us believe. The clear record does not help them any in the courts, but only affords them a talking point with which to bluff the shipper out of his legal rights.

It may seem unfair to the switching road receiving only \$9.75 for the haul to pay out

nearly all of the revenue on a shortage claim, but the law makes no distinction on the length of haul. Grain is seldom stolen out of the car at the country station where loaded, sometimes en route, but most frequently at the terminals where just such switching service is rendered.

After paying the claims the railroad could protect itself in future by policing the yards and checking up on the weighing practices, especially to see that all of the grain is removed from the car into the scales at the receiving elevator.

No court decisions have been made on grain weights on cross-town hauls, to our knowledge; but it is unnecessary to cite an identical set of facts as a precedent, the principle in the longer haul governing.

### Proxate Safe to Life and Free from Fire Hazard

*Grain & Feed Journals:* Every grain elevator operator is troubled with weevil infestation at some time, but this year has been particularly notable for the increase in meal and flour moths.

I am not going to admit harboring a lot of bugs, but I would like more information from you about this newly announced product, Proxate, and the contributing factors that make it superior or even worth consideration.—E. R. Jones.

**Ans.:** Independent tests show Proxate to be effective, efficient, economical, quick, safe to life and the grain, non-inflammable, and easy to handle. Three commercial fumigations with which we are familiar tested 100%, 99%, and 99½% extermination respectively. These tests were made by outside, independent and disinterested authorities.

Proxate is not explosive, the base of it is carbon dioxide (one of the most effective fire extinguishing agents known). Chemical analysis shows that the other elements in Proxate are also non-flammable, nor do they stratify.

It is impossible to breathe deadly quantities of Proxate, the human body being so arranged that it alone is not affected quickly. Interestingly enough on the other hand, it does act instantly on bugs.

An activating agent is present in Proxate which stimulates and livens up all insect life thus enabling the carbon dioxide gas to act quicker and more effectively. This is of particular importance, since weevils and bran bugs have the faculty of more or less crawling into their shell and resisting efforts to kill.

The application of this product does not require the turning of the grain, thus saving power, labor, dust and its attending hazard, wear and tear on equipment. No odor or residue accrues to grain treated. In addition, Proxate arrests disintegration and mould and blue-eye in corn. It also leaves grain cool. Proxate is effective even in sub-zero temperatures.

Proxate is two and a half times as deadly to bugs as the well-known carbon bisulphide and does not have its fire and explosive qual-



Eugene Blackford, Baltimore, Md., Elected Pres. of Chamber of Commerce.



ities which make its use forbidden by insurance underwriters. Gas masks or periods of airing out the plant are not necessary when using Proxate.

### Expiration of Lease?

*Grain & Feed Journals:* "M" leased his farm to "N" orally; and next month sold farm to "R," telling "R" the lease was for three years.

"N" informed new owner his oral lease was for five years, and had two witnesses.

Has "N" a lease for three years or five years, or no lease at all.—E. C. Ringhouse, mgr. Farmers Elevator Co. of Biggs, Easton, Ill.

**Ans.:** Chap. 59, paragraph 2 of the Illinois statutes provides that no action can be brought to enforce a contract relating to land, not to be performed within one year, unless in writing and signed by the party to be charged.

Therefore, if "M" and "R" concede him only three years, that is the limit of time of his lease. "M" and "R" could even cut him down to one year, his witnesses notwithstanding, if they chose to repudiate their oral agreement.

### Indorsement on Grain Check Against Fraud?

*Grain & Feed Journals:* What is the latest legal form for endorsements on checks issued for grain hauled to elevators by wagons or trucks? The last form and termed "legal" appearing in the Journal is as follows:

"In accepting and endorsing this check I warrant to the drawer thereof that I am the sole owner of the grain or product for which this check is issued, that I have a clear title to the grain or product delivered, and that it is free of any mortgage, landlord or other liens."

We own and operate an elevator at Granite City, Ill., and want to protect ourselves as fully as can be done against unscrupulous persons hauling or offering grain to us for sale.—Schultz & Niemeier Commission Co., O. H. A. Kilz, treasurer, St. Louis, Mo.

**Ans.:** The form in the foregoing is as good as any; but it should be understood that no indorsement by a trucker can divest a landlord of his lien. The value of the indorsement lies in its proof that the indorser was guilty of obtaining money by false pretences if there was a lien. If he has any money he would pay the grain buyer his loss rather than go to jail.

### Illinois Track Scale Law?

*Grain & Feed Journals:* Some time ago we saw in the Journal a ruling, either by the Interstate Commerce Commission or an Illinois statute, covering conditions under which a railroad company would be compelled to install track scales. In other words, we believe that it was stated in this article that if a certain number of cars were handled through a station, track scales could be compelled.

We want the reference if you have it.—Rosenstiel & Co., Freeport, Ill.

**Ans.:** Sec. 119 of the Illinois Railroad and Warehouse Act, approved May 18, 1877, reads as follows:

At all stations or places from which the shipments of grain by the road of such corporation shall have amounted during the previous year to fifty thousand (50,000) bushels or more, such corporation shall, when required so to do by the persons who are the shippers of the major part of said 50,000 bushels of grain, erect and keep in good condition for use, and use in weighing grain to be shipped over its road, true and correct scales of proper structure and capacity for the weighing of grain by car load in their cars after the same shall have been loaded. Such corporation shall carefully and correctly weigh each car upon which grain shall be shipped from such place or station, both before and after same is loaded, and ascertain and receipt for the true amount of grain so shipped. If any such corporation shall neglect or refuse to erect and keep in use such scales when required to do so as aforesaid, or shall neglect or refuse to weigh in the manner aforesaid any grain shipped in bulk from any station or place, the sworn statement of the shipper, or his agent, having personal knowledge of the amount of grain shipped shall be taken as true as to the amount so shipped. In case any railroad corporation shall neglect or refuse to comply with any of the requirements of section first, second and fifth of this Act, it shall in addition to the penalties therein provided, forfeit and pay for every such offense and for each and every day such refusal or

neglect is continued, the sum of one hundred dollars (\$100.00), to be recovered in an action of debt before any justice of the peace, in the name of the People of the State of Illinois, such penalty or forfeiture to be paid to the county in which the suit is brought, and shall also be required to pay all costs of prosecution, including such reasonable attorney's fees as may be assessed by the justice before whom the case may be tried.

### Progress on the Country Elevator Code

By W. E. CULBERTSON,  
Sec'y Illinois Grain Dealers Ass'n

The country elevator code for administration under the A. A. A., including the rules of trade practice, is about ready to be signed. The trade has been offered a code; but we are still holding out for some changes in definitions and provisions governing labor.

As in the case of other trades we cannot expect to have a code unless we make our contribution by increasing labor and wages. Such increases are the purpose of the present administration. Under the temporary code, grain dealers in all towns of less than 2,500 population that employed two or less than three men, were exempted from labor provisions on hours.

It is the belief of the code com'te that all grain dealers should be treated alike. There is no consistent reason in our minds why a grain dealer in a town of 2,500 or over should live up to the labor provisions, while his competitor a few miles out in the country can work his men as long as he wishes without extra pay.

Your code com'te has always gone before the administration as a single unit. Opposing interests fought in com'te sessions, but no minority reports were written. Difficulties were ironed out in com'te before going to Washington, and we think the code has been prepared to be fair to all parties concerned.

One of the fights centered on Section 3. We have felt that regardless of connections or ownerships, each elevator is entitled to a merchandising profit on the grain it handles. So the section was prepared to strike out buying of grain with an intentional merchandising loss.

The national code authority is to have nine members. Each type of elevator, the independent, the farmers, the line house, and the Farmers National are to have one representative. Then the country is to be divided into four sections, and elect a representative from each section. The ninth member is to be elected at large. Code authorities are to serve without pay.

Groups of ass'ns may set up regional authorities. These may further subdivide to fit the natural boundaries of territories. Complaints are to be ironed out as close to the source as possible. Each regional is to bear its own expense of administration. Our purpose is to get fair administration of the code, and to get it at low cost.

### Restricting the Farmer's Market

Provisions of the new grain exchange code may be to the advantage of some interests but are not likely to be of benefit to agriculture. If conditions warrant an advance of more than 3@5c per day there can be no benefit to the producer in limiting the price expression of such conditions. Nor can the producer benefit by restriction on volume of trading, for he usually fares best when that volume is greatest. All attempts to shackle markets thus far have been detrimental to the producer, whose grain cannot move promptly or economically without sufficient volume of trading to absorb the hedges or price insurance of the handler. An open market is the best thing for the producer, not one that is half open or that may be partially closed at the behest of somebody who doesn't know much about marketing.—*Pennsylvania Farmer.*

### To Report Profits and Losses of Traders

Rep. Ayers of Montana introduced a bill in the House Jan. 12 and Senator Capper an identical bill in the Senate. H. J. Res. 226 and S. J. Res. 72, authorizing and directing the Sec'y of Agriculture to extend his investigations concerning the future markets and more specifically to investigate and determine the cost of maintaining the present system of dealing in wheat futures and cotton futures in the United States and, as part of such inquiry, to ascertain the amount of profits made and losses sustained by various classes of traders in wheat futures and cotton futures since July 1, 1929, including the transactions commonly called "short selling," together with the amount of commissions and other charges paid by such traders, and to obtain such other information and facts as he may deem necessary or appropriate to such inquiry, said Sec'y of Agriculture to report the results of his investigation at the next regular session of Congress, or earlier if possible, and in such report to show the profits and losses of large traders separately from those of small traders and to show the amounts of such profits and losses that resulted from the short selling of wheat and cotton during the drastic decline in prices since July 1, 1929.

To examine the books and records of futures exchanges in the United States and of the members of such exchanges as well as the books and records of persons, firms, corporations and associations dealing in or trading in agricultural commodities for future delivery or acting as clearing organizations in respect to such trades, to require by subpoena or otherwise the attendance of witnesses and the production of books, papers, and documents.

This would drive more traders out of the markets for farm products. How shortsighted.

### John T. Gibbons Passes Away

J. T. Gibbons died Jan. 26 following a 2-weeks' illness.

He was a native of New Orleans, to which city he returned after completing his education at Mt. St. Mary's College, Emmetsburg, Md., to become a member of the firm of John T. Gibbons, Inc., feed manufacturers and dealers in grain, flour and hay. Several years ago he was elected president of the company. Among his many business connections was a directorship in the Interstate Wholesale Grocers, Inc.



John T. Gibbons, New Orleans, La., Deceased.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

### Processing Taxes Do Not Stimulate Demand

*Grain & Feed Journals:* Regarding the farm administration program, I believe it is a blunder and in the end will prove destructive rather than constructive. The processing taxes are not conducive to stimulating demand for farm products. There is not much to be looked for with a monetary system such as we have. It will be impossible for the country to work out under the bond redemption system on which our money is based. To restore 1926 prices there remains nothing less than inflation. The monetization of silver, as embraced in the Wheeler silver bill, will do much toward restoring 1926 price levels.—W. H. Borman, Marion, S. D.

### Grain Dealers Should Help Farmers

*Grain & Feed Journals:* The farmers in this section of the country are behind the President's plans of recovery practically to a man. They have lived up to their agreement in the reduction of wheat acreage and, in fact, I am quite confident there is a larger reduction of acreage here than government requirements. If a man wishes to become unpopular here, all he needs to do is to make a few bold statements, as our friend Al Smith did, against the President's plans of recovery.

The farmers have been greatly misled by so-called farm leaders who really do not always have in mind the farmers' best interests and we fellows have sat idly by and seen these so-called farm leaders bungle matters until agriculture today is in a deplorable condition. We should all realize that our business depends upon agriculture and it seems to me every grain merchant in the country should take more interest in its problems.—Western Kansas.

### Garlic a Menace to Wheat Users

*Grain & Feed Journals:* Garlicky wheat has caused more anxiety to the millers and grain handlers of Southern Illinois than any other feature of our wheat crop improvement program. The Southern Illinois Millers Ass'n for 10 years made an intensive educational campaign for the eradication of garlic from the wheat fields of Illinois. Four years ago the millers and grain dealers with the cooperation of the allied interests organized the Missouri-Illinois Soft Wheat Crop Improvement District.

We have conclusive evidence that while considerable garlicky wheat is grown in both states that there has been a reduction in the percentage of garlicky wheat offered for sale. We're also prepared to give the figures and facts that abandoned farms taken out of cultivation on account of the excess growth of wild onions on them have been reclaimed. Some of these lands were located in the most fertile sections of Illinois and Missouri. In carrying out this program to control wild onions in the wheat fields we have had the full cooperation of Farm Advisors, the Dept. of Agronomy at the Colleges of Agriculture of Missouri and Illinois.

Garlic is not only a menace to the flour miller but has affected the poultry interests since in many instances the meat of the fowl was contaminated. The eggs sold carried the flavor to an obnoxious extent. Dairy men have been affected. Many truck loads of milk offered for sale have been refused and sent back home on account of the garlic odor.—J. L. Griggs, Sec'y So. Illinois Millers' Ass'n, Sparta, Ill.

### Trucks Getting Grain

*Grain & Feed Journals:* Out of the 350 cars of corn that were available for shipment from this section at the beginning of the season the two elevators have handled 15 and the remainder has moved out in trucks, some of which carry 400 to 450 bus. per load. It is impossible to compete with the trucks on the short hauls to our Colorado consumers.

Why do farmers object to hog buyers selling direct to packers when they sell their corn direct to feeders?—M. K. Leadbetter, mgr. R. E. Chilcoat Grain Co., Otis, Colo.

### Concerted Movement to Wreck Branch Line Railroads

*Grain & Feed Journals:* It behooves every country grain dealer and merchant to give this matter serious thought if they hope to survive. If they wish to continue in business, let each and every one get in touch with his representatives at Washington, protesting vigorously against the freight rates which discriminate in favor of the trunk line cities as against the branch line towns. The discrimination against the branch line towns, as a rule, is from 3c to 5c per cwt. within a radius of 14 miles. This is sufficient to pay a profit over trucking costs, in favor of the trunk line towns as against the branch lines. On the face of the matter it surely looks like deliberate discrimination for the purposes stated.

Why not lower the rate and give the railroad the business and the farmer will then pocket the difference and be in a position to increase his buying power, thereby obtaining National Farm Relief and Railroad Financing. Sounds reasonable and chuck full of common sense.

The crying need of the nation is not sterilization of the physically unfit. It needs trephining of the physically fit and grafting a little old-fashioned common sense. Splitting the transportation business of the nation between the railroads and the automobiles is the direct result of maintaining war time peak freight rates, which in turn necessitates undue high prices for most commodities.

The railroads maintain their rights of way without expense to the tax payer and at the same time are the heaviest taxpayers. The individual tax payer is maintaining, at heavy cost, the paved highways for the motor trucks and busses. Cheaper transportation must be had if there is to be permanent recovery in our economic condition and the railroads can meet the situation if relieved of government dictatorship. Should the old U. S. become involved in war and compelled to defend its territory, then our so-called master minds will wake up to appreciate the railroads' importance.—E. H. Anschutz, Long Grove, Ia.

### Emergency Export Ass'n Doing Well

The Emergency Export Ass'n on the Pacific Coast is doing a very fine job, writes E. A. Boyd of Boyd-Conlee Co., Spokane, Wash., who represents the Pacific Northwest Grain Dealers Ass'n on the National Federation of Country Elevator Ass'ns.

"They have been able to sell over 11,000,000 bushels of wheat, which is beginning to show its effect on the unloading of our surplus," he says.

"We would all like to see it work somewhat differently, but are all pleased that it is working."

### Amendment to Grain Futures Act

Senator Wheeler has introduced S. 2358 to amend section 4 of the Grain Futures Act by adding the following new paragraph:

"It shall be unlawful for any person liable under any such contract to deliver any grain of a grade and quality different from that of the grain covered by such contract, or to settle any such contract except on the basis of the market price, at the time of delivery specified in such contract, of grain of the same grade and quality as the grain covered by such contract."

How the political racketeers with their rare understanding of the rules of business do enjoy telling the rest of us where to head in.

### Albert Schwill's Annex

The new storage annex of the Albert Schwill Co., in South Chicago, consists of 15 reinforced concrete tanks 24x96 feet with steel hopped bottoms and 8 interstice bins. This addition will give this enterprising malting company storage room for over two million bushels of grain. A view of the new annex erected by Jas. Stewart Corp'n is presented on the outside front cover of this number.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 19, 20. Farmers Grain Dealers Ass'n of Indiana, Union Bldg., Lafayette, Ind.

Feb. 20, 21, 22. Farmers' Elevator Ass'n of Minnesota, West Hotel, Minneapolis.

Feb. 21, 22. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 21, 22. Pacific Northwest Feed Ass'n, Tacoma Hotel, Tacoma, Wash.

Feb. 22. Tri-State Country Grain Shippers Ass'n, Nicollet Hotel, Minneapolis, Minn.

May 8, 9. Illinois Grain Dealers Ass'n, Peoria, Ill., Jefferson Hotel.

May 31, June 1. The American Feed Mfrs. Ass'n, Inc., French Lick Springs Hotel, French Lick, Ind.

June 12, 13, 14—National Scalesmen's Ass'n at Sherman Hotel, Chicago.

June 26, 27, 28. American Seed Trade Ass'n, at Hotel Sherman, Chicago, Ill.

Oct. 15, 16, 17. Grain & Feed Dealers National Ass'n, Hotel Peabody, Memphis, Tenn.

### Program of Tri-State Shippers

For the annual meeting of the Tri-State Country Grain Shippers Ass'n to be held at the Nicollet Hotel, Minneapolis, Minn., Feb. 22, the following program has been tentatively prepared:

Luncheon at 12 o'clock, followed by the annual address of Pres. C. A. Nachbar, Mankato, and the annual report of Sec'y-Treas. E. H. Moreland, Luverne, Minn.

"The Country Grain Elevator Code," by Ray B. Bowden, Minneapolis, Minn.

"Crop Improvement," by H. R. Sumner, Minneapolis, sec'y Northwest Crop Improvement Ass'n.

"Should Charges for Storage Bonds Be Based on the Peak of the Preceding Year or Average Value for 12 Months?" Discussion led by Theo. Speltz, Albert Lea; E. W. Brown, Luverne, and F. E. Crandall, Mankato, Minn.

Flour output during December of 695 identical concerns was 7,009,472 barrels, against 8,038,537 in December, 1932, as reported by the Dept. of Commerce. For all mills reporting the output was 96,957,019 barrels, during the year, against 100,761,366 in 1932.



# Buffalo Entertains Terminal Elevator Operators

A postman's holiday was one of the leading attractions of the semi-annual convention of the Society of Grain Elevator Superintendents, held at the Statler Hotel, Buffalo, N. Y., Feb. 10-12, wherein many saw for the first time grain boats being unloaded at the elevators, some of which they had loaded many times at the other end of the Great Lakes. This bit of interesting education was witnessed late Saturday afternoon at the American Elevator. Sunday morning was used to advantage in the inspection of the Superior and the Canadian Pool elevators.

A hearty welcome was extended the convention, at which around 90 registered, by C. C. Lewis, president of the Lewis Grain Corp., on behalf of the Buffalo Corn Exchange. He sketched a vivid word picture of the development of the terminal elevators and the grain business.

OSCAR W. OLSON, Superintendent of the Peavey Terminal Elevator, Duluth, acted for President Frank L. Neilson, of the Cargill Elevator Co., Minneapolis, who was detained by serious illness within the family.

J. A. MAC INNIS, Superintendent of the Occident Terminal Elevator, Duluth, responded and emphasized the advantages to be gained by close acquaintanceship with those with whom one does business.

FRANK A. THEIS, Chief, Grain Division, Commodities Section, Agricultural Adjustment Administration, Washington, D. C., a veteran grain man who is giving the administration skilled guidance in directing the dispersment of this country's wheat surplus along economical lines, ably described the efforts of the federal government to stimulate the purchasing power of the American producer by assisting in merchandising this country's wheat surplus. He revealed the purposes, structure, and the functioning of the A. A. A., compared today's grain prices with those of a year ago, and told of obstructions standing in the path of recapturing our foreign grain markets such as tariffs, quotas, licensing systems, duties, etc., and how the A. A. A. is getting around these barriers in disposing of our wheat surplus abroad.

Ways and means of increasing domestic consumption of wheat were also reiterated, in view of the fact that North America had nearly half of the world's surplus at one time within the past few years. The U. S., largest wheat producer in the world (outside of perhaps Russia) is 17th in the point of consumption.

That the integrity of a grain firm's reputation rests with the Superintendent is indisputable. A good Superintendent can make or break a company, can save money or can spend it unwisely. That is one of the reasons grain firms should put their Superintendents into this organization.

Power and power factor correction was the subject of discussion with which the Saturday afternoon session was opened.

JAMES HAYHOE of Minneapolis, emphasized the importance of knowing all the angles of this problem.

H. G. ONSTAD, James Stewart Corp., Chicago, told in detail of numerous economies that could be inaugurated through the adaptation of more efficient mechanical contrivances.

A paper prepared by M. D. Bell, formerly General Superintendent of Washburn Crosby Co., on this subject was read by Frank Byrnes of the Northwestern Elevator, Chicago, at the end of which it was suggested that the organization canvass the industry on power rates.

Static capacitors pay for themselves in two years, Mr. Hayhoe stated, in indicating means of reducing power bills. W. H. Gassler, Superintendent, Calumet Elevators, Chicago, told of

demand and energy charges made that have a direct bearing on electric bills.

Pneumatic handling of grain at the Cargill elevator in Albany, N. Y., was discussed in detail by Mr. Hayhoe, who answered questions on this system. This treatise will be published later.

The Redler system of conveying with U-shaped flights was described and illustrated with stereopticon slides by Nixon W. Elmer of Aurora, Ill.; and H. J. Flint of Columbus, told of the Traylor vibrator method of conveying. Working models of both these machines were on display and aroused much discussion.

GEORGE M. CHAPMAN, Liquid Carbonic Corp., of Chicago, told of the experiments they had conducted in the use of carbon dioxide mixtures in conditioning grain and of the success with which they had met in removing odors, stopping blue-eye, arresting disintegration, and cooling various grains.

Unloading a grain boat quite fascinated those visiting the American Elevator through the courtesy of G. W. Martin, vice president and manager, and Howard Gunnison, superintendent. Some also went through a portion of the elevator, and all went through the Russell-Miller mill adjacent.

A round-table dinner was enjoyed on the return.

C. C. GRAY, St. Paul, gave a sketch of the development of grain cleaning in opening the Saturday evening session.

HILL SHEPARDSON of Hopkins, Minn., followed with a sketch of new methods of dust collection. Weighing problems with their answers were outlined by Henry Richardson of Clifton, N. J.

JOHN DWYER, Federal Grain Supervisor at Buffalo, led a discussion on proposed changes in grain grades, which resulted in the appointment of a committee to confer upon the subject consisting of James Hayhoe, Minneapolis; Frank Byrnes, Chicago; H. L. Heinrikson, Sioux City; Oscar Olsen, Duluth, and Harold Vantine, Buffalo.

The cleaning of boats before loading and the many experiences faced was outlined by V. L. Champlin, general superintendent of Spencer Kellogg & Sons, Minneapolis. Where to look for leaks, loose rivets, types of boats best suited for transporting grain, etc., were a part of the interesting discussion that followed, participated in by many. Attention was also called to the fact that the insurance rate on grain to Buffalo from Chicago was 15c, while it was but 5c from Ft. William, the difference in rate being accredited to boat preparation, careful loading, etc.

Government inspectors see that boats are clean from coal dust, etc., at Ft. William, suggested James Mackenzie, for years a superintendent there and now running the Toronto (Ont.) Elevator, Ltd.

On the subject of overages or underages in weight, Henry Korn, superintendent of the Superior Elevator, Buffalo, suggested that this situation was due to the overloading of cars.

From top to bottom the Superior and the Canadian Pool elevators were inspected by a large and interested crowd, although some went to view Niagara Falls. Many helpful ideas were exchanged. A rising vote of thanks was accorded Henry Korn and Harold Vantine at the afternoon session for the courtesy extended and the transportation furnished. The marine towers were of particular interest to the Chicago, Milwaukee and Duluth boys.

DR. D. J. PRICE, of the U. S. Dept. of Agriculture, in a two-hour illustrated lecture, discussed fire and dust explosion prevention methods.

The necessary area to vent properly the forcefulness of the initial light blast (thus avoiding the disastrous second explosion) is said to be 1¼ sq. ft. of hinged venting area for each 80 to 100 cubic feet of inside contents (including the space in the bins). Windows must release built up pressures instantly to be of any value, he pointed out, otherwise, as is frequently the case, the windows will so envelop the explosion that the concrete or wood walls will blow out instead. Vacuum cleaning systems, similar to those in use in homes, was said to be gaining in favor as a method of disposing of loose dust on floors, walls, ceilings, beams, machinery, spouts, etc.

A third-movie reel on leg dust explosion tests conducted at Pittsburgh under the auspices of the U.S.D.A., the Society, and the H. H. Robertson Co., was shown and explained by Pierre Blommers, who also answered the many questions the pictures invoked.

C. A. PATTERSON, chief of the electrical department, Western Maryland Ry. Elevator, Baltimore, Md., discussed electrical problems, synchronous motors and other types, demand and energy charges, systems of wiring, precautions for electrical power units, which paper and charts will, with others, be published at a later date.

CHARLES WEATHERSTON of Buffalo told of the splendid success with which the Washburn Crosby Co. has put over its safety campaign. One measure they take is to paint a wide white strip on every belt every 10 feet to keep men from crossing it. They also pay a \$1,000 premium to the team of men winning the best annual safety record. Mr. Weatherston's interesting address will be featured later.

DR. R. T. COTTON of the Bureau of Entomology, Washington, D. C., told of the death-ray method of killing insects in grain.

GEORGE CHAPMAN, Chicago, and T. E. Burd, New York City, followed with discourses on the latest developments in fumigants available today.

Grounding, collecting and eliminating static was discussed in round table fashion at the Sunday evening session, over which W. H. Gassler, superintendent, Calumet Elevators, Chicago, presided. Frank Eimiller, superintendent, Black Rock Milling Co., Buffalo, cited various methods followed for eliminating friction at all locations, since friction generates the static. Metal grain bins even generate static, he said, when being loaded with grain.

Concrete restoration next came up for detailed discussion. For the next two hours discussion groups took up mechanical pointers talked of during the day in more detail.

In opening the Monday morning session, H. J. Aldrich, Secretary of Spencer Kellogg & Sons, described the various accidents which must be guarded against and told of the success of the state's safety campaign. His paper will be printed later.

Keeping corn in prime condition during the summer months, which was the next subject discussed, can best be accomplished by reducing the moisture to 13.5 or below and chilling the corn to at least 40-50 degrees. In this condition it will carry in perfect shape throughout the heat of the approaching summer. Slats to help aerate the corn were also recommended.

Reporting on proposed changes in grades, a motion adopted was to the effect that a lot of new grades will be added by this change, thus working considerable hardship to elevator operators, and that all proposals penalize the producer. Mr. Mackenzie stated there were between 150 and 200 grades in Canada of wheat alone. Discussion developed that between 3000 and 5000 grades are possible on a cross section of the new grades. These operators feel the fewer the grades and the simpler the restrictions, the better for everyone.

The balance of the morning session was utilized in considering suggestions on how the Buffalo group might best organize a local chapter.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Lintner, Ill., Jan. 23.—Our crop of corn was very poor.—J. E. Tohill, Evans Elvtr. Co.

Murdock, Ill., Jan. 24.—Oats was only one-tenth of a normal crop here. Corn was not much better.—A. T. Porterfield, Porterfield Grain Co.

Pierson Station, Ill., Jan. 23.—We had about 25% of a crop of corn, but there was a big carry-over.—H. Ledbetter, Pierson Grain & Supply Co.

Evansville, Ind., Feb. 2.—Wheat in southwest-  
ern Indiana is looking very good for this season  
of the year. The acreage is smaller than last  
year.—W. B. C.

LaPlace, Ill., Jan. 23.—We had the poorest crop of corn we ever had. Many of our farmers are already buying feed.—C. H. Adams, LaPlace Co-operative Grain Co.

Lebanon, Ind., Feb. 1.—I believe we have two acres of wheat this year in Boone County to each one a year ago. Every farmer who had stopped raising wheat has gone back into production.—E. E. Clark, Reveal & Beydler.

Marion, S. D., Jan. 29.—Had about six inches of snow last two weeks, the only moisture since last August. Soil is exceedingly dry, and believe fall seeded grain has been damaged 25% due to lack of moisture.—W. H. Borman.

Dodge City, Kan., Jan. 27.—We have had no precipitation the past three weeks and we need moisture very badly all over the southwest district. We believe wheat has deteriorated very materially the past 30 days, on account of the lack of moisture and a few days of bad windy weather.—Dodge City Terminal Elvtr. Co.

Decatur, Ill., Feb. 10.—Red clover, alsike, lespedeza, alfalfa, and soy beans are all being considered by farmers for sowing on the land which they will take out of wheat and corn production this year. Sowing of clover will be done mostly in March altho there may be some sown on the snow (if any) during February.—Baldwin Elevator Co.

Kansas City, Mo., Jan. 29.—The new corn is of excellent quality, has a good test weight, is low in moisture and foreign material. While our tabulation showed an extreme range from 2.6 to 10% total damaged, we find that with only a few exceptions the damage ranges from 3.0 to 5.0%. It will be noted that nearly all of our corn grades No. 2 and No. 3.—Martin Schuler, Federal Supervisor.

Toronto, Ont., Jan. 31.—The final crop estimates for Ontario, in bushels, for 1932 and 1933, respectively, are as follows: Fall wheat, 15,061,600 and 14,831,000; spring wheat, 1,990,400 and 1,663,000; oats, 75,517,400 and 65,543,000; barley, 13,771,000 and 12,037,300; fall rye, 1,024,000 and 913,000; flaxseed, 61,600 and 49,500; mixed grains, 33,327,100 and 27,552,000; buckwheat, 4,511,000 and 4,349,000; corn for husking (shelled), 5,057,000 and 5,054,000; beans, 1,059,600 and 779,000; hay and clover, 4,420,700 and 4,127,000.—S. H. H. Symons, Statistician, Ont. Dept. of Ag.

Minneapolis, Minn., Jan. 27.—Some agitation is now beginning for an increased flax acreage. Last year 1,750,000 acres were sown. This was probably 1,000,000 acres less than the ten year average. A 50% increase over 1933 is being recommended for 1934. But how is this going to be accomplished? First, there is a shortage of flaxseed in this country for seeding purposes; second, there are 12,000,000 acres in the Northwest infested by grasshopper for the eradication of which there are not adequate funds. The flaxseed plant is particularly pleasing to the grasshoppers. Third, legislation to promote seed loans has not been adopted at Washington; fourth, land taken out of wheat growing under the processing arrangement cannot be sown to any other crop which is marketed directly or indirectly. Therefore, flax must find its way to new land. Personally, we are not optimistic about the size of this year's flax crop because of the above mentioned obstacles.—Archer-Daniels-Midland Co.

Winnipeg, Man., Jan. 29.—The final crop estimate for the three Prairie Provinces, based on the acreage figures issued by the Northwest Grain Dealers Ass'n on Nov. 3, 1933, returns being received from 92% of country points in the three provinces, is as follows: Wheat, 24,055,600 acres at 10.5 bus. per acre, 251,506,100 bus.; oats, 8,919,200 acres at 18.9 bus., 168,795,900 bus.; barley, 3,323,400 acres at 15.3 bus., 50,771,500 bus.; rye, 594,200 acres at 7.4 bus., 4,373,100 bus.; flax, 279,800 acres at 2.2 bus., 614,500 bus.—J. G. Fraser, Mgr., Northwest Grain Dealers Ass'n.

Chicago, Ill., Feb. 9.—Extreme drouth prevails over a wide belt north and south thru central Kansas and over northwest Texas. Less severe drouth is reported in the southwestern corner of both Kansas and Oklahoma, the Panhandle of Oklahoma and the western part of Texas. Over this dry area, the final outcome will depend greatly on whether good rains come before spring winds start, the critical period ranging from the next two or three weeks in the far south to six or eight weeks in the north. Good rains thereafter until harvest also will be necessary for a fair crop. About one-fourth of the Texas acreage is in excellent condition. Eastern and northwestern Kansas, central and northern Oklahoma and most of Nebraska appear to be in generally fair to good condition thus far, although the present moisture supply is deficient in part of this area. Ample and timely rains would assure a satisfactory crop. The mild winter has created some apprehension of insect damage in Oklahoma if spring weather proves favorable for these pests.—Gilbert Gusler, Statistician, Millers National Federation.

Chicago, Ill., Jan. 29.—Judging from the receipts, the 1933 corn crop is, and I believe will be, much superior in quality in comparison with the crops of recent years. Better grades of corn are being received from northern Illinois and Iowa, but corn from southern Illinois and Indiana is showing a considerable percentage of damaged kernels. A large percentage of the crop should grade No. 2 or No. 3 on the factor total damage, after moisture ceases to be the principal grading factor. The type of damage in this crop consists mostly of cob-rot.—C. L. Cannon, Federal Supervisor.

## Southern Hemisphere Wheat

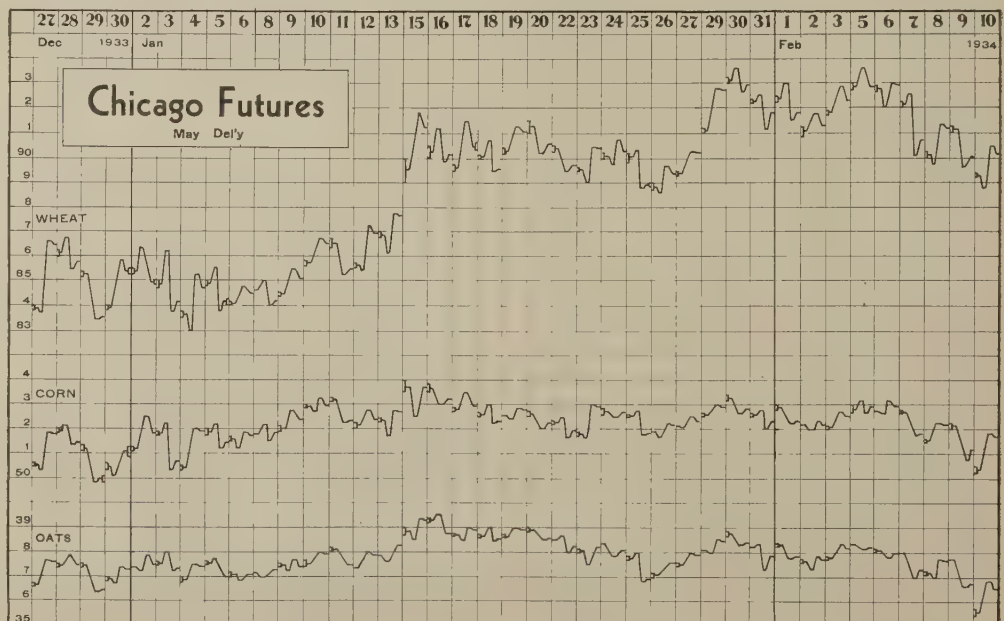
The time is at hand when the southern hemisphere wheat exporters commence to play a highly important part in world wheat trade. The wheat crops of the Argentine and Australia are moving toward seaboard and in the absence of interior and terminal storage facilities, quantities must be placed afloat.

The Argentine wheat crop is estimated at 256 million bushels. An unfavorable early growing season was followed by almost ideal weather and the yield was better than a year ago. The Australian wheat crop of 1933 experienced difficulties from the start and production is now estimated at 160 million bushels compared with 210 million bushels harvested in 1932. The reduced yield in Australia more than offsets the increased yield in the Argentine with the result that total production in the two countries is somewhat less than last year.—R. H. Coats, Statistician, Dominion of Canada.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past three weeks have been as follows; in cents per bushel:

	Wheat*																	
	Jan. 24	Jan. 25	Jan. 26	Jan. 27	Jan. 28	Jan. 29	Jan. 30	Jan. 31	Feb. 1	Feb. 2	Feb. 3	Feb. 5	Feb. 6	Feb. 7	Feb. 8	Feb. 9	Feb. 10	Feb. 13
Chicago*	90 $\frac{1}{4}$	88 $\frac{1}{2}$	89 $\frac{1}{2}$	90 $\frac{1}{4}$	92 $\frac{1}{2}$	92 $\frac{1}{2}$	91 $\frac{3}{4}$	91 $\frac{3}{4}$	91 $\frac{1}{2}$	92 $\frac{1}{4}$	92 $\frac{3}{4}$	92 $\frac{1}{2}$	90 $\frac{5}{8}$	91 $\frac{1}{8}$	90	90 $\frac{3}{4}$	90	
Winnipeg*	68 $\frac{1}{2}$	67 $\frac{1}{2}$	68	68 $\frac{1}{2}$	69 $\frac{1}{2}$	69 $\frac{1}{2}$	69 $\frac{1}{2}$	70	69 $\frac{1}{2}$	69 $\frac{1}{2}$	69 $\frac{1}{2}$	69 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	67 $\frac{1}{2}$	
Liverpool*	65 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	65 $\frac{1}{2}$	65 $\frac{1}{2}$	65	65 $\frac{1}{2}$	65	65	65 $\frac{1}{2}$	64 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	62 $\frac{1}{2}$	
Kansas City	82 $\frac{1}{2}$	81 $\frac{1}{2}$	81 $\frac{1}{2}$	82 $\frac{1}{2}$	84 $\frac{1}{2}$	84 $\frac{1}{2}$	84 $\frac{1}{2}$	84 $\frac{1}{2}$	84	84 $\frac{1}{2}$	85 $\frac{1}{2}$	85 $\frac{1}{2}$	83 $\frac{1}{2}$	83 $\frac{1}{2}$	82 $\frac{1}{2}$	82 $\frac{1}{2}$	82 $\frac{1}{2}$	
Minneapolis	86	84 $\frac{1}{2}$	85 $\frac{1}{2}$	85 $\frac{1}{2}$	87 $\frac{1}{2}$	88 $\frac{1}{2}$	87 $\frac{1}{2}$	87 $\frac{1}{2}$	87 $\frac{1}{2}$	86 $\frac{1}{2}$	87 $\frac{1}{2}$	88 $\frac{1}{2}$	86 $\frac{1}{2}$	86 $\frac{1}{2}$	85 $\frac{1}{2}$	85 $\frac{1}{2}$	85 $\frac{1}{2}$	
Duluth, durum.	85 $\frac{1}{2}$	84 $\frac{1}{2}$	84 $\frac{1}{2}$	85 $\frac{1}{2}$	87 $\frac{1}{2}$	88 $\frac{1}{2}$	87 $\frac{1}{2}$	87 $\frac{1}{2}$	86 $\frac{1}{2}$	87 $\frac{1}{2}$	88 $\frac{1}{2}$	87 $\frac{1}{2}$	86 $\frac{1}{2}$	86 $\frac{1}{2}$	85	85 $\frac{1}{2}$	85 $\frac{1}{2}$	
Milwaukee	90 $\frac{1}{4}$	88 $\frac{1}{2}$	89 $\frac{1}{2}$	90 $\frac{1}{4}$	92 $\frac{1}{2}$	92 $\frac{1}{2}$	91 $\frac{3}{4}$	91 $\frac{3}{4}$	91 $\frac{1}{2}$	92 $\frac{1}{4}$	92 $\frac{3}{4}$	92 $\frac{1}{2}$	90 $\frac{5}{8}$	91 $\frac{1}{8}$	90	90	....	
	Corn																	
Chicago	52 $\frac{1}{2}$	51 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	51 $\frac{1}{2}$	52 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$
Kansas City	48 $\frac{1}{4}$	47 $\frac{1}{4}$	47 $\frac{1}{4}$	47 $\frac{1}{4}$	48 $\frac{1}{4}$	48 $\frac{1}{4}$	48 $\frac{1}{4}$	47 $\frac{1}{4}$	47 $\frac{1}{4}$	48	48 $\frac{1}{4}$	48 $\frac{1}{4}$	47 $\frac{1}{4}$	47 $\frac{1}{4}$	47	47 $\frac{1}{4}$	47 $\frac{1}{4}$	
Milwaukee	52 $\frac{1}{2}$	51 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	53	51 $\frac{1}{2}$	52 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	....	
	Oats																	
Chicago	38 $\frac{1}{2}$	36 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	38 $\frac{1}{2}$	38 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	38 $\frac{1}{2}$	38 $\frac{1}{2}$	38	37 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$
Winnipeg	36 $\frac{1}{2}$	36	36 $\frac{1}{2}$	37	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	35 $\frac{1}{2}$	35 $\frac{1}{2}$	
Minneapolis	34 $\frac{1}{2}$	33 $\frac{1}{2}$	33 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	33 $\frac{1}{2}$	33 $\frac{1}{2}$	33 $\frac{1}{2}$	33 $\frac{1}{2}$	33 $\frac{1}{2}$	
Milwaukee	38 $\frac{1}{2}$	37	37 $\frac{1}{2}$	37 $\frac{1}{2}$	38 $\frac{1}{2}$	38 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	38 $\frac{1}{2}$	38	37 $\frac{1}{2}$	37 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	....	
	Rye																	
Chicago	61 $\frac{1}{2}$	60 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	62 $\frac{1}{2}$	63	62 $\frac{1}{2}$	62 $\frac{1}{2}$	62 $\frac{1}{2}$	62 $\frac{1}{2}$	63	62 $\frac{1}{2}$	60 $\frac{1}{2}$	61 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$
Minneapolis	60 $\frac{1}{2}$	59	59 $\frac{1}{2}$	60 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	61	61 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$	58 $\frac{1}{2}$	58 $\frac{1}{2}$	58 $\frac{1}{2}$	58 $\frac{1}{2}$
Winnipeg	49 $\frac{1}{2}$	48 $\frac{1}{2}$	49 $\frac{1}{2}$	50 $\frac{1}{2}$	51	50 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$
Duluth	61	59 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	62	62 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	62	61 $\frac{1}{2}$	60	60 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$
	Barley																	
Minneapolis	47 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{2}$	47 $\frac{1}{2}$	48 $\frac{1}{2}$	48 $\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	48	47 $\frac{1}{2}$	47 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{2}$	45 $\frac{1}{2}$	45 $\frac{1}{2}$	45 $\frac{1}{2}$	45 $\frac{1}{2}$
Winnipeg	41 $\frac{1}{2}$	40 $\frac{1}{2}$	41 $\frac{1}{2}$	42	42 $\frac{1}{2}$	42 $\frac{1}{2}$	43	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$
Milwaukee	51 $\frac{1}{2}$	50	51	51 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52	52 $\frac{1}{2}$	52	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52	51	51	50	50 $\frac{1}{2}$	....	
Chicago	51 $\frac{1}{2}$	50	51	51 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52	52 $\frac{1}{2}$	52	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52	50 $\frac{1}{2}$	51 $\frac{1}{2}$	50	50 $\frac{1}{2}$	50	
*Wheat price in gold cents Feb. 10; Chicago, 53 $\frac{1}{4}$ ; Winnipeg, 40; Liverpool, 43.																		





# The Grain Trade and the New Deal

By THOS. Y. WICKHAM, Chicago, before Indiana Grain Dealers Ass'n

The country does not, and is not going to, oppose this panorama of alphabetical symbols at Washington, but it is remembering its ABC's, it is watching its P's and Q's, and it is going to hang on to its BVD's, regardless of the logarithms of professors. "When law ends, tyranny begins," exclaimed Burke; "What is sauce for the goose, is sauce for the gander," exclaimed someone else. Which simply means that this great, free people insist that the Government, as well as the rest of us, must adopt, and live up to, a code of fair practice.

For, after all, the entity which we call government, differs from any other grouping of citizens, only in its grant of powers. There is nothing sacred about it, and oftentimes, as in our cities, there is little that is honest, either. By and large we look upon the government with great respect, and upon the politician and the political machine with great disrespect, yet, by and large again, they are quite often the same thing. Born a servant, it has often made itself master, but at no time has there been anything about holding office that changed the character of the man. Any government is just as honest, and it is just as dishonest, as the men who compose it. So is any other business. We cannot group men as to integrity, because integrity is individual, and most groups contain many types.

Therefore, I am not one of those who believe that a house will be clean simply because the government has moved in. I am not one who believes, either, that huge outpouring of public money can ever be made without a rush of men whose single desire is to get their fingers wet. One good reason for letting business run its own affairs, is, that honest or dishonest, one is more likely to rob his neighbor's safe, if he knows the combination, than he is his own. So giving the combination, even to a public servant, may not give us the security we think.

**Legislation.**—It may be laid down as an axiom that an increased demand for any product is the one known force that will cause the price to rise. So much legislation, sought and obtained by men who spoke for agriculture, and who doubtless were sincere, has served seriously to undermine the price structure, by lessening the demand for farm products. Yet when prices have sunk lower as a result, instead of asking for the repeal of the law, these same spokesmen have asked for, and received, still more drastic legislation and thus secured for the farmer a still narrower demand and still more drastic price declines.

**The Grain Futures Act** and the act creating the Farm Board, are cases in point. In 1922, in the price slump that followed the war, the Grain Futures Act was passed and is still on the books doing its bit for low prices. The theory of it was that federal regulation of Grain Exchanges would bring higher prices for grain. It required us to report all contracts to the Sec'y of Agriculture, and compelled us to open our books and confidential records to any representative of the Agricultural Department. Our opposition was universally assailed as selfish resistance to fair play and fair prices, when what we were afraid of, and what we got, was a loss of buying power. We had to submit, but foreign customers did not, nor did they relish contracts under the espionage of a government bureau, just as an American would not if the shoe were on the other foot. They turned to Winnipeg and Buenos Aires on a scale never before dreamed of. In 1922, the year the law was passed, the United Kingdom had taken 48.5 per cent of her wheat imports from the United States. By 1929, the Farm Board year, they had dropped to 20.4 per cent. Exports cannot go below zero, but under the Farm Board they were only kept above it by the heat of a tax conscious citizen who had to foot the bill.

**Our trade in corn** showed even greater loss. In 1922, we sold abroad 176 million bushels of corn; in 1929, forty million, under the Farm Board as low as 2½ million. Meanwhile import taking of corn had increased. The law was a godsend to the farmers in Argentina and South Africa. For it is literally a fact that the United States dropped from supremacy to nonentity in the corn trade of the world, thru a law put upon the statute books with a vote of practically every Senator and Congressman from the Corn belt.

**Farmer Has Little Knowledge of Causes.**—One would almost take it for granted that this law would be repealed. But as to the price structure, the farmer as an individual, has little knowledge of the causes involved. He was keenly conscious that a price situation had come about that was leading to his impoverishment, but of the forces behind it, his conception was limited to the fact that it was growing worse instead of better. If he gave any thought to the benefits that were promised him if, and when, the Grain Futures Act became a law, and compared promise with result, his resentment did not run against either the law or the

promise, but against his own condition. With the means to improve that he was not concerned, save that it be accomplished. Price levels were so low that he was impatient of clear thinking, and had no stomach for making that careful search for cause, with which wisdom precedes its judgment. In this atmosphere the Agricultural Marketing Act was passed, the Farm Board created and from that day to this, prices have not reached as high as the sickeningly low level which then prevailed.

Since no one else will speak a kind word for the Farm Board, I will say this: If it had not been for the seven year barrage laid against grain markets and grain prices by the Act of 1922, it would have taken the heavy guns of the Farm Board much longer than it did to bring about final price destruction. Yet both laws are still on the books, each doing its bit to lower buying demand, to keep prices down, to impede and possibly defeat, present effort to restore price parity.

**Tax on Futures.**—And more dangerous than either, because less understood, is the five cents per hundred dollars tax on future sales. As a direct tax on the farmer's wheat a mere trifle, as a revenue producer very meager, it is none the less an occupational levy on the pit trader that is destroying him, under which he cannot possibly survive, and thru him reaching the liquidity of the market, where it serves the same purpose that sand always serves when poured upon the bearings of machinery. I firmly believe that today the greatest risk the farmer runs of price calamity, is that since the group on which this tax is directly laid is so small, there will not be sufficient outcry to get it removed; and unless it is removed, here is a bearing that will burn out just as surely as we are meeting here today; and if this bearing burns out, not only is the day of liquid markets past but the day of higher than world prices in America is past.

**Abolition of Futures Tax Would Raise Prices.**—I can think of nothing that will more surely stimulate the demand for grain today than the taking off of this tax. It is not levied in Canada, the Argentine or in any other country with whose products America must compete. It is at best an admission fee to our store which no other store along the street charges, it is at its worst, as I have stated, sand in the bearings of our distributive machinery. Every man here, every farm leader, every man interested in a prosperous Agriculture, the Administration itself, the farmer himself, are under compulsion to see that this tax is removed, or else be prepared for the price result of the largest grain market in the world with its distributive machinery completely stalled. Congress is now in session and it should be done at once. I am no alarmist, but I see here a greater menace than the market has ever before faced.

A revenue collection of two or three million paid directly by a few grain traders, has steadily cost American farmers hundreds of millions in lowered price. And one has only to be close to it to appreciate how far reaching a menace it has become, since its 400 per cent increase threatens to break down an open and liquid market.

I am saying these things to you, because I want the grain trade, the farm leaders and the Administration to meet on the common ground of a sincere desire to find out and do what will best serve the American farm price. The grain trade wants higher prices more than it wants anything else in the business world. Other businesses can and do prosper when agriculture is depressed. Ours is a business that never has and never can. In the long period of apparent prosperity from 1922 to 1929 the grain trade did not prosper because agriculture did not. John D. Rockefeller would have starved in poverty trying to market oats at the price of a package of cigarettes. Even I made money when oats sold for a dollar. To us the price of grain is something more vital than a weak spot in the national fabric. It is our livelihood, our very existence.

The interests of the grain trade and the farmer are mutual, our object the same, but we must work together closer than we have ever worked if we accomplish that object and serve that interest. I know that once the farmer, and once Washington understands the service our trade performs, knows the machinery of distribution well enough to appreciate how cheaply and efficiently it performs, we will be thru with the constant threat of foolish legislation; and get down to brass tacks and hard work in an intelligent effort to find wider markets for American grain. Nothing but wider markets, nothing but an increased demand for his goods, will ever bring the farmer a permanently higher price for them; and in seeking to increase that demand, the department and ourselves are meeting on common ground.

We, in the grain trade, know what is safe and

what may be dangerous to grain markets. We have peddled farm products long enough to know what helps and what hurts sales. We know why some doors are closed to us and some open. We know the machinery of distribution. These men at Washington do not know these things from their experience as we know them from ours. We can and should tell them. We should be men enough to tell them the exact truth, whether they like it or whether they do not; and they should be men enough to give it fair weight whether it agrees with their theories, or whether it does not.

It is in this attitude I am trying to hold down my rather thankless job as Chairman of the Grain Com'te on National Affairs, seeking to render what service I may to grain exchanges and to grain dealers, and through you both to farmers of this and every other agricultural state.

Critics sometimes say that we perform no service. Is it no service to take more than four billion wheat annually produced in the world, the volume of the yield dependent upon all the vagaries of nature, and distribute it to two billion people so automatically that no grower is ever without a market and no buyer ever unsupplied, at a price level constantly registering every known price influence? Yet there is no other staple commodity in America distributed at so little cost. The farmer receives a larger share of the dollar the consumer pays for grain than does the producer of any other commodity.

## To Trade Wheat for Silver

H. R. 7320, By Rep. Dies of Texas, introduced Jan. 24, would create a board composed of the president, and secretaries of the treasury, commerce department and department of agriculture, to accept silver bullion at 25 per cent above the world market price in payment for American agricultural surplus exports.

The Board is authorized to buy domestic surplus agricultural products and sell option contracts to foreign buyers thru a government agency for silver.

Against the bullion so obtained the sec'y of the treasury is authorized to issue legal tender silver certificates to pay for the agricultural products. The premium paid is not to exceed \$400,000,000 a year.

How can our radical reformers tolerate the sale of options by the Government? *Impossible!*

The Federal Surplus Relief Corporation announced late in January that it had completed its purchases of wheat and other grains for the needy. From October to Jan. 20, 15,000,000 bus. of wheat had been purchased. About 5,000,000 bus. is to be distributed before Apr. 1. Late reports are that buying is to be resumed.



Thos. Y. Wickham, Chicago, Ill., Chairman Grain Com'te on National Affairs.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Montreal, Que., Jan. 27.—The exports of wheat during 1933 amounted to 191,968,861 bus. In 1932 they amounted to 228,219,755 bus.

La Place, Ill., Jan. 23.—Very few here have sealed any corn. Most farmers need what corn they raised.—C. H. Adams, La Place Co-operative Grain Co.

Lintrier, Ill., Jan. 23.—A number of farmers are taking government loans and sealing their corn cribs. Others are holding in expectation of higher prices.—J. E. Tohill, Evans Elvtr. Co.

Marion, S. D., Jan. 29.—The majority of farmers seem to be signing up for the corn and hog program. Very little grain moving nowadays. On account of small grain crop failure, naturally there isn't much to move.—W. H. Borman.

Pierson Station, Ill., Jan. 23.—Farmers are sealing corn freely and we expect no movement before summer, without marked improvement in price.—H. Ledbetter, Pierson Grain & Supply Co.

Otis, Colo., Jan. 22.—At a conservative estimate would say that approximately 350 cars of corn were available at the beginning of the season.—R. E. Chilcoat Grain Co., M. K. Leadbetter, Mgr.

Murdock, Ill., Jan. 24.—We handled 15,000 bus. of oats at harvest time, when we would normally handle 150,000 bus. Most of those who have any corn are sealing.—A. T. Porterfield, Porterfield Grain Co.

Rye imports into the United States have been 8,006,000 bus. during the first six months of this season, and quotations on rye from central Europe are low enough to make more business possible.

Max (Lebanon p. o.), Ind., Feb. 1.—This community raised so little corn that we hear nothing about sealing. Corn is being trucked in to supply feeder demand.—V. E. Edrington, Max Grain Co.

Long Creek (Decatur p. o.), Ill., Jan. 23.—Right around here there isn't much outside of old corn being sealed. That is because the crop was small. But what corn is available is being held.—L. P. Kizer.

Camp Grove, Ill., Jan. 31.—It is rather hard to tell exactly what per cent of the corn is sealed, but we would judge 40% at the present time, but this may be too high. The last report we had on the matter was that there were 600,000 bus. sealed in Marshall County.—Davis Bros. & Porter, by Chas. P. Kennell, Mgr.

## Wheat Movement in January

Receipts and shipments of wheat at the various markets during January, compared with January, 1933, in bushels were:

	Receipts		Shipments	
	1934	1933	1934	1933
Amarillo	80,000	304,000	452,800	328,000
Baltimore	124,746	4,737	63,968	.....
Boston	67,931	.....	40,000	.....
Chicago	353,000	233,000	530,000	912,000
Cincinnati	260,800	361,600	230,469	513,600
Duluth	638,437	1,999,121	230,469	217,334
Ft. William	2,140,984	1,411,894	16,980	8,217
Ft. Worth	223,500	502,500	693,000	490,500
Galveston	.....	.....	20,000	50,338
Hutchinson	399,000	1,072,300	.....	.....
Indianapolis	388,000	143,000	178,000	248,000
Kansas City	2,200,000	3,681,000	2,305,248	1,954,685
Los Angeles	135,600	387,200	.....	.....
Milwaukee	34,230	9,390	117,600	83,700
Minneapolis	2,466,390	4,270,770	2,341,060	1,675,240
Montreal	276,689	313,797	.....	.....
New Orleans	.....	24,101	8,750	291,094
New York	1,071,100	47,600	3,550,000	2,557,000
Omaha	820,800	545,600	687,400	548,800
Peoria	84,000	334,000	105,600	313,200
Philadelphia	380,735	275,727	426,587	226,991
Portland, Ore.	2,904,538	925,759	1,763,016	472,593
St. Joseph	251,200	145,600	867,200	787,200
St. Louis	1,329,000	898,800	1,363,500	1,121,800
San Francisco	255,000	404,200	.....	.....
Seattle	1,928,000	771,600	.....	.....
Superior	251,384	178,709	119,144	203,412
Toledo	295,400	1,218,475	538,195	413,370
Vancouver	6,599,970	9,624,215	1,053,801	14,083,852
Victoria	56,694	27,940	.....	.....
Wichita	523,500	736,500	987,000	517,500

Hammond, Ill., Jan. 23.—No corn is moving and we do not expect much before Aug. 1. Farmers are sealing their cribs and it looks like the government is going to get a lot of corn.—Lawrence Pittman, Hammond Co-operative Grain Co.

Kokomo, Ind., Feb. 2.—There will be no sealing of corn in this community. The crop was light and available prices are too close to the sealing price to make it profitable. Besides which a short crop discourages selling.—Morrison & Thompson Co.

Advance, Ind., Feb. 1.—This community has shipped no corn. Corn is coming in by truck. We don't hear much about sealing. We've been paying 45c for corn for the past 60 days and have difficulty supplying requirements.—W. L. Crisler, Advance Grain Co.

Gardner, Ill., Feb. 5.—Very little corn is moving. Since the first of the year we have handled only about 10,000 bus. Many farmers are sealing their cribs. More will rush to seal at the last minute unless the price crosses 45c.—K. B. Lutz, Treasure Grain Co.

Dodge City, Kan., Jan. 27.—The movement of grain from this territory is practically nil. Wheat is about all cleaned out of the farmers' hands, and there was very little corn raised. We look for very little corn sealing in this state.—Dodge City Terminal Elvtr. Co.

Washington, D. C., Feb. 3.—Total wheat stocks held by mills in all positions for the entire United States, on Dec. 31, 1933, was 153,634,665 bus., compared with 147,095,270 bus. Dec. 31, 1932, and 129,993,826 bus. Dec. 31, 1931.—Dept. of Commerce, Bureau of the Census.

Decatur, Ill., Feb. 10.—Very little grain moving at present prices. With March 1, the deadline date for sealing corn, so near in sight, there is more of a tendency on the part of farmers to seal their corn under the corn-hog plan, where they have not already done so.—Baldwin Elevator Co.

## Rye Movement in January

Receipts and shipments of rye at the various markets during January, compared with January, 1933, in bushels were:

	Receipts		Shipments	
	1934	1933	1934	1933
Baltimore	34,038	16,721	.....	.....
Boston	1,125	1,100	.....	.....
Chicago	26,000	76,000	244,000	11,000
Cincinnati	12,600	1,400	4,200	1,400
Duluth	10,672	202,450	26,000	.....
Ft. William	3,136	18,446	536	.....
Ft. Worth	1,400	.....	.....	.....
Indianapolis	28,500	1,500	15,000	.....
Kansas City	90,000	9,000	6,000	4,500
Los Angeles	1,400	.....	.....	.....
Milwaukee	16,225	30,660	5,020	44,225
Minneapolis	352,260	279,590	181,750	241,350
New York	3,400	5,100	.....	4,000
Omaha	35,000	21,000	46,200	15,400
Peoria	36,000	.....	2,400	.....
Philadelphia	22,123	1,177	.....	.....
Portland, Ore.	154	.....	.....	.....
St. Louis	4,500	.....	12,000	.....
Seattle	7,000	.....	.....	.....
Superior	32,119	133,713	.....	.....
Toledo	6,000	2,400	1,100	.....
Vancouver	1,451	3,232	1,783	.....

## Barley Movement in January

Receipts and shipments of barley at the various markets during January, compared with January, 1933, in bushels were:

	Receipts		Shipments	
	1934	1933	1934	1933
Baltimore	.....	3,916	.....	.....
Chicago	992,000	340,000	252,000	55,000
Cincinnati	9,600	9,600	.....	.....
Duluth	28,747	199,291	157,199	.....
Ft. William	79,396	97,899	6,859	1,615
Ft. Worth	2,600	11,700	16,900	.....
Hutchinson	1,300	.....	.....	.....
Indianapolis	4,500	4,500	.....	.....
Kansas City	32,000	35,200	27,300	4,800
Los Angeles	97,500	146,900	.....	.....
Milwaukee	1,188,450	359,100	249,575	170,500
Minneapolis	2,252,550	889,580	1,261,360	410,200
Montreal	10,091	12,049	.....	.....
New York	6,800	1,700	.....	.....
Omaha	19,200	8,000	43,200	3,200
Peoria	151,200	46,200	46,200	7,000
Philadelphia	6,306	.....	.....	.....
Portland, Ore.	76,875	19,389	.....	.....
St. Joseph	.....	7,000	5,200	.....
St. Louis	38,400	80,000	9,600	8,000
San Francisco	475,067	735,000	.....	.....
Seattle	31,200	24,700	.....	.....
Superior	11,776	120,340	.....	1,118
Toledo	7,200	2,400	.....	1,250
Vancouver	40,370	201,329	223,024	922,090
Wichita	2,600	1,300	.....	.....

Tuscola, Ill., Jan. 24.—About 60% of the corn is being sealed. The rest moves in small volume. About 6 out of 10 farmers tell us they are sealing.—Tuscola Co-operative Grain Co., C. A. Fullerton, Mgr.

Ottawa, Ont., Feb. 2.—Stocks of foreign corn in Canada Jan. 26 at the various ports named were as follows: Port Colborne, D. G., 9,395 bus.; Port Colborne, M. L., 105,375; Toronto, 22,518; Kingston, J. R., 5,388; Prescott, 1,524; Montreal, 968,539; Quebec, 356,755; Saint John, 76,755; Halifax, 177,579; totals, 1,723,828 bus.; same period previous year, 1,872,018 bus.—R. H. Coats, Dominion Statistician.

Ottawa, Ont., Feb. 2.—Total receipts at country elevators and platform loadings in the period from Aug. 1, 1933, to Jan. 19, 1934, in bushels, for wheat and other grain, respectively, were: Manitoba, 23,142,308 and 6,658,247; Saskatchewan, 84,092,378 and 14,173,909; Alberta, 60,816,040 and 8,479,031; total, 1933-1934, 168,050,726 and 29,311,187; same period, 1932-1933, 282,964,622 and 27,136,352.—R. H. Coats, Dominion Statistician.

Winnipeg, Man., Jan. 29.—Total deliveries of new wheat to Jan. 23, 158,143,000 bus.; allowance for seed, feed and country mills, 55,000,000 bus.; estimated by elevator agents in farmers' hands to market, 41,163,000 bus.; total, 254,306,000 bus. Coarse grains inspected to Jan. 23: Oats, 12,985,441 bus.; barley, 5,949,008 bus.; rye, 675,903 bus.; flax, 133,301 bus. In store at country points Jan. 19: Oats, 7,821,251 bus.; barley, 3,715,849 bus.; rye, 818,536 bus.; flax, 225,105 bus.—J. G. Fraser, Mgr., Northwest Grain Dealers Ass'n.

## Oats Movement in January

Receipts and shipments of oats at the various markets during January, compared with January, 1933, in bushels were:

	Receipts		Shipments	
	1934	1933	1934	1933
Baltimore	44,799	37,492	.....	.....
Boston	10,000	30,800	.....	.....
Chicago	978,000	644,000	1,060,000	615,000
Cincinnati	142,000	230,000	120,000	174,000
Duluth	147,672	117,925	.....	.....
Ft. William	236,480	59,741	151,967	93,644
Ft. Worth	112,000	84,000	42,000	28,000
Hutchinson	4,000	.....	.....	.....
Indianapolis	602,000	810,000	672,000	934,000
Kansas City	168,000	208,000	162,000	14,000
Los Angeles	18,000	76,000	.....	.....
Milwaukee	180,120	104,880	262,200	84,000
Minneapolis	545,990	476,980	364,860	188,280
Montreal	66,306	122,889	.....	.....
New Orleans	42,221	201,259	27,427	74,687
New York	110,000	39,600	8,000	.....
Omaha	52,000	206,000	230,000	128,000
Peoria	242,000	142,000	334,000	216,000
Philadelphia	64,064	43,665	.....	.....
Portland, Ore.	167,784	10,458	236,995	.....
St. Joseph	246,000	532,000	76,000	182,000
St. Louis	701,000	807,400	576,000	481,000
San Francisco	22,500	83,000	.....	.....
Seattle	26,000	32,000	.....	.....
Superior	155,701	29,515	.....	27,231
Toledo	205,800	315,700	98,330	270,520
Vancouver	244,583	301,544	224,174	560,688
Victoria	.....	.....	389	1,176
Wichita	16,500	1,500	10,500	.....

## Corn Movement in January

Receipts and shipments of corn at the various markets during January, compared with January, 1933, in bushels were:

	Receipts		Shipments	
	1934	1933	1934	1933
Amarillo	.....	78,000	.....	.....
Baltimore	97,525	88,404	.....	.....
Boston	2,975	1,350	.....	.....
Chicago	3,338,000	3,798,000	1,746,000	464,000
Cincinnati	249,000	202,500	78,000	171,000
Duluth	494,957	14,685	1,698	.....
Ft. William	.....	.....	1,842	.....
Ft. Worth	319,500	159,000	4,500	9,000
Hutchinson	36,000	13,500	.....	.....
Indianapolis	1,563,000	1,986,000	1,075,000	1,566,000
Kansas City	1,783,000	841,500	918,000	159,000
Los Angeles	424,500	367,500	.....	.....
Milwaukee	547,750	403,790	360,100	160,875
Minneapolis	1,189,470	473,610	1,190,360	234,800
Montreal	8,924	10,780	.....	.....
New Orleans	272,892	726,245	93,684	415,351
New York	3,000	9,000	2,000	2,000
Omaha	1,090,600	716,800	854,000	249,200
Peoria	1,911,400	1,442,700	637,000	513,600
Philadelphia	92,332	33,128	.....	.....
Portland, Ore.	57,039	85,855	.....	.....
St. Joseph	1,060,500	963,000	783,000	252,000
St. Louis	1,236,000	1,582,000	741,000	666,930
San Francisco	30,800	18,000	.....	.....
Seattle	64,000	46,400	.....	.....
Superior	469,735	22,173	1,634	.....
Toledo	245,000	241,250	136,155	104,315
Wichita	373,100	41,600	184,600	35,100



Wheat exports for the six months ending Dec. 31, last were 6,509,000 bus., compared with 25,297,000 for the like period in the preceding year. Of the total shipped, 4,250,000 bus. were handled by the Export Ass'n created under the Portland marketing agreement to dispose of North Pacific coast wheat.

Ottawa, Ont., Feb. 2.—Canadian grain in store, in bushels, for the week ending Jan. 26, is as follows for wheat and other grain, respectively: Country elevators: Manitoba, 10,536,935 and 2,469,756; Saskatchewan, 56,428,554 and 5,991,924; Alberta, 39,666,844 and 4,100,116; total, 106,632,333 and 12,561,796; interior private and mill elevators, 5,782,359 and 2,952,307; interior public and semi-public terminals, 1,479,881 and 462,867; Vancouver and New Westminster, 11,426,848 and 535,668; Victoria elevator, 932,890 (wheat); Prince Rupert elevator, 1,092,150 and 421; Churchill, 2,475,779 (wheat); Fort William and Port Arthur elevators, 64,590,482 and 11,973,541; eastern elevators—lake ports, 20,597,507 and 4,610,549; eastern elevators—seaboard ports, 9,576,186 and 1,752,936; U. S. lake ports, 4,297,660 (wheat); U. S. Atlantic seaboard ports, 6,108,085 and 85,846; totals, 234,992,160 and 34,935,931.—R. H. Coats, Dominion Statistician.

## Disappearance of Oats

According to the crop reporting board of the U. S. Dept. of Agriculture the disappearance of oats during the last quarter of 1933 was 150,181,000 bus., compared with 210,799,000 bus. in the like quarter of 1932 and the 5-year average disappearance for the quarter of 221,688,000 bus.

Bulls on oats will say the disappearance was small because the oats were not there to disappear, while bears will assert they are not being fed because too dear.

Trade opinion is that the consuming demand for oats, taking average of a number of years, does not begin to assert itself until after Feb. 17.

The daily reports of receipts into and shipments out of terminal markets will soon begin to tell their story. Watch them.

## Loans for Co-operatives

By DAVID N. HARDY, St. Louis, Pres., Bank for Co-operatives.

The Bank for Co-operatives is a new government venture in farm financing. We have had means for granting loans to individual farmers, but at no time heretofore have we been able to make collective loans to co-operative agencies. Co-operative elevator companies have had to depend upon local banking facilities. The new bank was only recently set up.

In Illinois are about 450 co-operative grain elevators, and probably 850 co-operative farm produce handling ass'ns of all kinds. These are eligible for loans. Two types of loans are made, covering facilities and merchandise.

Facility loans are for construction or leasing of physical properties for doing business. Before the loan is consummated an investigation is made to determine whether loan can be approved.

Merchandising loans amount to furnishing of capital on which a co-operative business may be operated. The government is opposed to lending for either purpose if the money is not actually needed.

Before making a loan the Bank for Co-operatives considers the security, the volume of business and the financial returns available. For this work it has appraisers and attorneys who pass on the application. Appraisal costs are charged back to the company receiving the loan.

Ass'ns getting loans are required to subscribe for \$100 worth of stock in the Bank for each \$2,000 it receives in a loan. When the loan is paid this stock is retired at its book value.

Loans on facilities and leased properties are eligible as well as owned properties, and are normally made for 10-year periods. Payments are arranged semi-annually, with option for full payment at any time. Interest at present is 4½%.

Loans for merchandising are now made at 4%. The ass'n getting the loan is required to report regularly on the progress of its business.

## Annual Meeting Iowa Farmers Elevator Ass'n

The 30th annual convention of the Farmers Grain Dealers Ass'n of Iowa was held Jan. 23, 24 and 25 in the Warden Hotel, Fort Dodge, Ia.

The forenoon and afternoon of the first day were taken up by the affairs of the Farmers Elevator Service Co., and the evening by the annual meeting of the Elevator Mutual Ins. Co.

Wednesday morning again the Farmers Elevator Service Co. operations were the subject of discussion.

Consideration of the program of the Farmers Grain Dealers Ass'n began Wednesday, 1:30 p. m., with a call to order by Pres. Oscar Heline of Marcus.

J. H. METZGER, St. Paul, Minn., pres. of the St. Paul Bank of Co-operatives, explained the working of the farm credit administration, and for an hour answered questions.

FRANK ROBOTKA, a professor of Iowa Agricultural College, outlined a reorganization program for farmers elevators.

WILBUR H. THOMPSON, Fort Dodge, read his report as sec'y.

### Sec'y Thompson's Report

Salaries.—I feel that many a company has cut the manager's salary to a point where it is hardly possible for him to pay his way and maintain his position in the community as a reputable citizen. Remember he is your representative to the public. Many a manager, when his salary was cut so low, wrote to us asking that we find him another job with better wages, but we encouraged him to stay, feeling that you would treat him fairly when conditions improved. We feel that if conditions have improved that the interest of your employees should be considered. Your manager is entitled to more than a living wage, as he is giving you the most productive years of his life.

Storing Grain a Bad Practice.—Two years ago I criticised our members for storing grain and many a guilty company discontinued the practice. However, this year I find that many have again taken up the practice, and goodness knows how many thousands of bushels of corn were shipped out, which helped depress the market.

Some bought corn back on the futures market in an attempt to protect themselves, and others are just riding it open. Every farmer just lost ten to twelve cents per bushel carrying charge which he could have saved by keeping his grain on the farm where the storage is the cheapest in the world, and many elevators laid themselves wide open to bankruptcy.

Every company that has failed in the last eight years has spent money secured from the sale of stored grain in a last-ditch fight to keep ahead of their creditors. Let us use a little horse sense and cut out this practice entirely. You members who ask to store grain are making it difficult for your own company and manager. What a source of relief it should be to every board of directors to know that the money in your bank account is yours, and no unpaid grain is in your elevator or shipped out. You directors should know that you are personally liable for the payment of stored grain.

More Federal Taxes.—The new deal has also brought us more federal taxes. Last July and August our members were required to file a capital stock tax return, with a tax of \$1.00 per \$1,000 on each \$1,000 of declared value of net worth.

A tax of 5 per cent on cash dividend payments in addition to the income tax already paid on the profit was passed, which was deductible from the stockholders' dividend check or could be paid by the company.

Federal regulations also provide for an excise tax of 5 per cent on earnings over and above 12½ per cent of the declared value of your net worth. It is very important that our companies keep accurate records for the benefit of checking by the internal revenue department.

Membership.—Since the last convention we have lost eleven members, on account of their burning out, selling out, or renting their elevators to some individual or line company. During the same period eleven new members have joined our association, so our membership remains at 300.

Right of Way Rentals.—Last summer and fall our association made a study of the rentals our members were paying for railroad sites. This survey showed that about one-third were paying excessive rentals, so we wrote each company advising that we would take the matter up with the railroad in an endeavor to get reductions for members whose rentals were too high.

We had our first meeting with one railroad last week, in the interest of 25 elevator companies on their line. The total rental these 25 companies were paying amounted to \$2,185.08,

which we were able to get reduced to \$1,379.89, or an average savings for each member of \$82.20. We hope to obtain similar reductions for other members.

The election of officers resulted in the re-election of Pres. Heline, Vice Pres. Harry Summers of Clarion, and Sec'y Thompson. New directors are Milford Beeghley, of Pierston, and Ray Dunkelberg, of Rockford. Summers was re-elected to the board.

The resolutions pledged support of a nationally planned agriculture favored an "honest dollar," urged regulation of the packing industry, advocated a readjustment of taxation, licensing of farmers to force them to control production, and favored the retention of the processing tax on pork except when processed for farmers.

### FORT DODGE NOTES

MILWAUKEE sent Harry Beattie, Marshalltown, Wm. Hottensen and Leonard Keefe, Milwaukee, and Fred Maywald, Ames, Ia.

DAVE MILLIGAN of Des Moines, accompanied by Jack Westerfield, field man, represented the Western Mutual Fire Ins. Co.

ELEVATOR BUILDERS present were Fred Holtby, Minneapolis, representing T. E. Ibberson Co., and A. F. Roberts, Sabetha, Kan.

OPEN HOUSE was held by most of the terminal market concerns, where cigars and other forms of hospitality were freely dispensed.

CONTINUOUS grain market quotations were furnished those in attendance at the meeting thru the courtesy of Lamson Bros. & Co., who posted the figures on a blackboard in their headquarters at the hotel.

GRAIN RECEIVERS of Chicago were represented by Geo. E. Booth, Chicago, Art Torkelson and L. H. Burleson, Ft. Dodge, Marlin Powell, Mason City, A. M. Vorhes, Iowa Falls, all of Lamson Bros. & Co.; Harold King, of Rosenbaum Grain Corporation; C. E. Lowry, Storm Lake, Kenneth Pierce, Chicago, Bob Swensen, Sioux City, Sig Steensen, Ft. Dodge, and Pete Wold, Ft. Dodge, all of Jas. E. Bennett & Co.; John Murphy, Chicago, of Bartlett Frazier Co.; Jack Plotnicky of J. E. Brennan & Co., and Jas. P. Brush.

Portland, Ore.—At the hearing on the proposed changes in the rules for grading grain the consensus was that the standards should be left practically as they are. Proposed changes in the barley standards were approved in view of the stronger demand for brewing barley that has lately developed. It was recommended that in the oats standards, allowance should be made for heavy and extra heavy grades.—F. K. H.

## Distillery Use of Grain

By WM. E. HULL, Peoria.

The distilleries have been the strongest buyers for off grades of corn and rye. Low grade grain makes good alcohol, the basis for all forms of liquors.

From 1890 to prohibition distilleries annually ground about 40,000,000 bus. of corn and breweries 65,000,000, a total of 105,000,000, or about ⅓ the surplus of corn that moved to market.

Prohibition destroyed the distillery market for low grade grain in the middle west. But soon four or five distilleries were built on the Atlantic Coast to make alcohol under government supervision from blackstrap molasses imported from Cuba.

In 1914, the distilling interests produced 188 million gallons of grain alcohol. Ten years after prohibition 186 million gallons of alcohol were produced in government supervised plants, 95% of which was made from blackstrap molasses.

A few days ago the Sec'y of Agriculture permitted reopening of the Atlantic Coast distilleries using blackstrap, to run for 45 days. In that period of time they can produce enough alcohol to last for six months, and this alcohol in the liquor market will displace the use of an equal amount of grain alcohol.



# Indiana Dealers Discuss Trucks, Taxes, Codes

Deep interest in the many pressing problems now confronting the grain trade encouraged a large attendance at the 33rd annual meeting of the Indiana Grain Dealers Ass'n, held in the library of the Indianapolis Board of Trade, Indianapolis, Thursday and Friday, Jan. 25 and 26, and each session was well attended.

Prominent subjects on the program were developments in the country elevator code which is expected soon to be signed and made effective; the code of trade practice for truck operators; selling methods which will improve profits this year, and a discussion of the proposed changes in federal grain standards.

Attendance exceeded the 300 mark. Registration was in charge of the Grain Dealers National Mutual Fire Insurance Co., which supplied badges for all delegates.

## Thursday Morning Session

PRES. W. D. SPRINGER, Indianapolis, opened the first session at 10 a. m. following a most enjoyable harmony concert by the Edison Jubilee Quartette.

WM. H. HOWARD, sec'y of the Indianapolis Board of Trade, extended a rousing welcome, and called attention to pleasant relationship between the country grain dealers and the Indianapolis market which have developed both.

CARL T. WILSON, Sulphur Springs, responded, expressing the appreciation of the ass'n for the hospitality of the Board of Trade.

D. F. MITZNER, Indianapolis, sec'y of the Indiana Trucking Ass'ns, talked on truck code regulations, and explained that truck governing bodies would invite representation from every truck using industry.

"The new year probably means some changed methods in the grain business," declared Mr. Mitzner. "So many men complain that the truck has demoralized their business. Where they used to deal in carloads, they now deal in truck loads. The truck must be considered in present day transportation." His address is published elsewhere in this number.

In the discussion interest was centered as follows:

E. E. ELLIOTT, Muncie: How do you propose to regulate the man who uses a truck to transport grain he buys and sells, altho he has no elevator?

MR. MITZNER: We can control the hours and labor employed on a truck. But we have no control over the business in which the truck is used. That would have to be covered in your own code of trade practices.

PRES. SPRINGER'S annual address, reviewed last year and expressed firm faith in the future. He said:

## President Springer's Address

This is the 33rd annual convention of our association, which reminds us that it is fitting and proper that on such an occasion, we should not be forgetful of those who have died during previous years. Many splendid men have served this association in a most unselfish and energetic way. Our association has been particularly blessed in this respect, but we should not be forgetful of the service they rendered. I shall call the names of members who have died during the past year, after which we will stand with bowed heads for a moment in respect to these, and others who have passed on in previous years.

Lewis Brooks, Sr., New Lebanon, Ind., Feb. 28, 1933; C. A. Ross, Rensselaer, Ind., March 3, 1933; J. S. Geabes, Clay City, Ind., Sept. 19, 1933; W. A. Dobson, Danville, Ind., Oct. 10, 1933; Lewis Brooks, Jr., New Lebanon, Ind., Dec. 26, 1933.

I scarcely need to remind you that 1933 was just another hectic year in business, but will probably go down in history as containing more outstanding events in the history of our government and economic conditions, and in the grain

trade, than any year in a generation. The year began with business generally headed towards the valley, culminating with the closing of all banks, but March 4 we inaugurated a new President, who adopted the so called "New Deal." Hope and enthusiasm were renewed among us, and as a result business started on what appeared to be a permanent recovery. The trend in all business indices showed quite an increase from March 4 to the middle of July.

At that time, when it seemed everything was going good, we had the most drastic market decline in farm products that we have experienced since the period immediately following the war. This seemed to be a signal for a general decline in all business, which continued until the last two months of 1933.

Two outstanding things affect the grain business. The first is that during the last year there has been a continuation of the tendency to nationalize all businesses. Altho during the last Presidential campaign we heard much about "more business in government and less government in business," we see further advances of governmental control of all business, and it would seem that there will be a further advancement of this trend in the years to come, until all business is nationalized or socialized.

The growing prejudice against profit in any business is daily becoming more evident as one of the pet theories of the group trying to dictate governmental experiments is to "take the profit out of business."

The fanciful idea seems to be, that taking profit away from business will help bring about a re-distribution of wealth. This may be true provided business could and would operate on a non-profit basis. But such a course is delaying the return of better times. Business has struggled these last few years, trying to operate without a profit, sustained by a grim hope that the time will come again when a fair profit can be made on investment and labor. How many of us would continue the struggle under a system deliberately established to prevent business from making a profit? How much new capital would be invested in industries that is to make no profit? Unless the grain trade can secure an adequate profit, there will be little excuse for its existence.

**Processing Tax.**—One of the experiments recently tried is a tax on the processing of certain farm products. I think it is generally agreed that this processing tax has not worked out as anticipated, and that it will be to the benefit of the farmers, consumers, and the processor, if the tax is repealed as soon as possible. This Association should work for the elimination of all processing taxes.

I recommend to all grain and feed dealers, that they become members of this association, and thereby receive the benefits that may be derived, as well as share the responsibility of carrying on the work that it is doing. The past year, from the ass'n standpoint, has been very satisfactory, as Secretary Sale's report will show quite an increase in membership, and I think the work done on tax matters, and on informing the trade of what is going on, has more than compensated every member for the small amount he pays for the service.

**Code.**—A few members have felt that the association has not been as active along this line as it should have been. However, I assure you that Secretary Sale has been on the job every day, and done everything that we felt should be done. However, I am still of the opinion that we should not be too energetic until we know more definitely about what the code will be, just how we are to operate, and how much actual authority such a document will carry. It is my hope and desire that the grain trade will be more conservative in its adoption and execution of a code, than some other lines of business, as I feel that they have made some serious mistakes, from which we should profit.

For instance, it would seem that in most cases the penalties assessed for violations are entirely out of line with the offense. Why not make the penalty more in line with the offense committed? Another thing, some of the industries who have adopted their code, I think have gone entirely too far in their change. For instance, I understand that the Cleaners and Dyers, who formerly got 50c for cleaning or pressing a suit of clothes, changed it to \$1.00, and after a short time, went back to 65c, and are now contemplating another change.

My idea is to go at this matter slowly and conservatively, taking one step, and if we find we are all right, taking another step, gradually and safely, rather than making a great leap without knowing where we are going to land.

Business entered a new year more hopefully

than for the past three years. Economists tell us that American business has never, in this generation at least, undergone a more trying year than 1933, but now that it is passed, we can settle down to work and try to make the best of things as they are. After all is said and done, there is no substitute for hard work and good business judgment.

When the history of this depression is written, it will be found that recovery came about through the natural operation of economic laws rather than through any or all of the artificial stimuli that are being applied. At the best, most of the emergency measures can be considered only as "opiates" to deaden the pain while we are going through the process, or as sedatives to steady public confidence while natural laws are given an opportunity to function.

For 1934, we might well resolve to pay less attention to what is going on in Washington, and more attention to what is going on in our own business. We might get out some of those practical plans for business improvement that we made several years ago and put them into effect. They are just as good now as when we made them, and the general adoption of all such plans for the improvement of business will be a big boost for recovery.

I must say that those who have the matter in charge in Washington have been very zealous and enthusiastic in their recovery plans, but I would also remind you that if history is correct, we must not forget that zeal and enthusiasm seldom go hand in hand with good judgment.

My guess about the future is that the grain dealers who adapt themselves and their business to the conditions as they find them, will survive, while those who are unable to change or adjust themselves to these new conditions, will be lost.

SEC'Y FRED K. SALE, Indianapolis, reported the largest membership the ass'n has ever known—425. His report follows:

## Sec'y Sales Annual Report

As we look over the past twelve months, it seems that there is every reason to believe that the grain, feed and milling businesses are on the up-grade and materially improved over this time a year ago.

The outlook for 1934 holds far more encouragement for us than we have experienced during the last three or four years. We have witnessed the passing of the Federal Farm Board, that magnanimous experiment of the "farmer relievers" to bring relief and higher prices to the farmers of this country for their commodities. Its disastrous results you well know, for you as taxpayers helped to pay the half billion dollar appropriation of the Government. You, too, suffered in the demoralization of your grain business which resulted in wiping out modest reserves you had set aside in previous years.

The losses in dollars to the farmers from their unprecedented low prices in grains cannot be estimated. The strange part of the whole affair is that the farmers don't place the blame on the so-called "farmer leaders," where it rightfully belongs. No, the leaders always have a good excuse ready to clear their skirts and this time they attributed the downfall of their scheme to the fact that the law did not give them the power to control the production of grain, cotton, etc. Many intelligent business men and economists predicted its failure before the Farm Board actually got under way and prominent grain men were among those. The Farm Board is gone but not forgotten.

Since our last convention we find ourselves confronted with another Act of Congress, the National Industrial Recovery Act. Codes are being formulated by all kinds of business. The grain, feed and milling trades are not excepted and codes for each of these industries are now nearing their completion. I will not attempt to analyze the Country Grain Code. I believe much good may be derived from these codes to our individual business, if and when they are signed by the President and if the trades will abide by them and do their part in policing the trade.

This Ass'n has repeatedly and emphatically insisted to the Code Committee of the National Federation of the Country Grain Elevator Ass'ns, that the trucker of grain be incorporated under and be made to comply with the grain code when engaged in the grain business. If the code is to be effective and helpful to us, we feel such regulation must come about. Until we know exactly what the code will provide for and what our state or local enforcement liberties will be, we have felt it useless to proceed with organization plans.

The Federation of Indiana Grain Ass'ns, consisting of the three grain organizations recognized in Indiana for Code purposes, has been giving thought to this matter.

The last year has been an exceedingly busy one in Association matters and much has been accomplished for the direct benefit of its members. In the session of the last State Legisla-



ture I devoted a large part of my time to keeping in close touch with the many bills proposed and particularly in aiding in the passage of four truck bills out of five such bills presented. Fortunately the Ass'n found itself financially able this year to engage in its many endeavors which were necessary and which have made our organization stronger numerically and in prestige than it has experienced for many years past.

Our Mid-summer meeting held in the Student Union Building at Purdue University on June 20, 1933, was one of the largest attended and most interesting of our summer meetings held in years. Numerous requests have been offered to us indicating a desire that we meet there again in 1934.

During 1933 I sent out 26 mailings of bulletins with a total distribution of over 12,000 copies. Most of these went to our own members though on a few occasions they were sent to non-members, thus to indicate to them the nature of the valuable information we were promptly furnishing our members. This effort resulted in obtaining a large number of additions to our roster. Our correspondence during the year has been exceptionally heavy but usually we gave you a reply to your letter on the same day as received.

The large increase in membership since last January—120 have joined with us. This increase is not attributed to the interest in the grain code to the extent you might believe, but I feel it is the direct result of the exceptionally fine spirit of cooperation each and every member has given to the Ass'n and to me. Our Boosters have been many. In 1932 there were ten names on the Honor Roll. This year there were 29, each one of whom presented one or more new members. During 1934 we hope to have 50 names on the Honor Roll.

You will be interested in knowing the names of our Boosters and I believe this public recognition of their splendid work is due them by giving their names and the number of members each one secured. Here they are: C. G. Egly 9, O. P. Larimore 6, Victor Stuckey 5, F. S. Demoret 4, Hugh M. Maddox 4, G. A. Pritchard 4, W. D. Springer 4, H. L. Gray 3, O. L. Barr 2, J. G. Wagner 2, Walter Einspahr 2, E. P. Finch 2, and each of the following obtained one member each: E. B. Adamson, E. E. Clore, T. C. Crabbs, J. S. Geabes, Lew Hill, Evans & Hedworth, Lowell Hutchinson, Wm. Hayward, H. R. Moon, C. C. Major, Hugh McCorkle, O. J. Thompson, Chas. Urschel, J. J. Welp, J. J. Werner, C. T. Wilson and your Secretary 57, making a total of 120.

Naturally every year we have some losses but the number this year has been smaller than usual. 7 resigned, 9 out of business or a change in ownership, 5 for non-payment of dues, a total of 21. Our net and active membership today is 424.

Our finances are in splendid shape as is evidenced by the fact that we not only have lived within our income during 1933, but were able to place \$749.19 in our surplus account on Jan. 1, 1934. May I here thank the entire membership in the promptness with which they have paid their dues for the past year and also for the first six months of 1934. Less than one fourth of the entire membership has not paid up-to-date and doubtless many will do so while attending this meeting.

Two special meetings of the Board of Managers were called by President Springer during the year to consider matters of importance. By their authority the Indiana Grain Dealers Ass'n took a membership in the National Federation of Country Grain Elevator Ass'ns, an organization of Grain Ass'ns all over the United States, for the purpose of formulating a grain code for the country grain industry. Your President and Secretary attended the organization meeting in Chicago on July 27. I have attended two meetings of the Federation since then.

On August 7th this Association, in conjunction with the Central States Grain Ass'n and the Farmers Grain Dealers Ass'n, called a state-wide meeting of the grain trade to consider the tentative grain code as prepared by the Code Committee of the National Federation. Delegates from the three Indiana Ass'ns were instructed to go to Chicago to the next meeting of the Federation and endeavor to secure certain changes in the Wage and Hour schedules.

The Indiana Federation of Country Grain Elevator Ass'ns will continue to represent its members, who comprise a large majority of the country elevators in the state, on code matters until the national code shall have been signed by the President and the organization for its enforcement has been set up. It behooves every grain dealer to identify himself with one of the existing grain associations without further delay.

May I again thank President Springer, the Directors, each individual member and my Assistant, Miss True, for the splendid support you have all given me this past year. Our success and progress has largely been due to you. Let us hopefully look forward to a big recovery in our business during 1934, and I for one, fully expect to see it.

CHARLES QUINN, Toledo, O., sec'y of the Grain & Feed Dealers National Ass'n, expects high taxes. He said:

No one knows what the results of the "New Deal" are going to be. We may surmise that taxation has just begun. High expenditures and enormous deficits mean that someone will have to pay, and taxation is the government's way of collecting revenue.

The "New Deal" means re-distribution of wealth. With the government constantly running deeper and deeper into debt we may expect that confidence in government securities will fall. All official tax estimates are based on expectation of a 10% increase in business incomes. Such an increase would not begin to meet the \$7,000,000,000 deficit expected at the close of this fiscal year, and the \$2,000,000,000 additional deficit expected at the close of the next. The total indebtedness then will exceed \$30,000,000,000. Will we have fiat money when the burden becomes too great?

Pres. Springer appointed the following committees:

**RESOLUTIONS:** O. L. Barr, Bicknell, chairman; Claude Barnes, Winchester; Walter Penrod, Medaryville; L. S. Conarro, Frankfort; Frank Montgomery, Indianapolis; C. M. Urschel, Tippecanoe, and C. T. Wilson, Sulphur Springs.

**NOMINATING:** Walter Moore, Covington, chairman; H. O. Rice, Huntington; Charles Gray, Shirley; J. S. Russell, Greensburg; Geo. Butturf, Indianapolis, and C. G. Egly, Fort Wayne.

**AUDITING:** L. S. Daugherty, Indianapolis, chairman; Kenneth Applegate, Cicero; Frank Dowling, Camden.

Adjourned to 1:30 p. m.

### Thursday Afternoon Session

PRES. SPRINGER called the second session to order at 1:30 p. m. Thursday, following singing by the Edison Jubilee Quartette.

R. B. McCONNEL, Indianapolis, treas., reported the ass'n in good financial condition with receipts of \$6,115.04 and expenditures of \$5,736.61 during 1933.

C. S. JACKSON, director, Gross Income Tax Division, Indianapolis, explained the gross income tax law. He said:

It is difficult to get a true perspective on the 2,240 tax units in Indiana. These townships, counties, municipalities, and other forms of local government are the greatest consumers of taxes.

Tax authorities have been faced with the same problems that affect business—reduced income and continued heavy expense. The gross income tax followed a demand for a more general spreading of the tax burden and relief for property owners. All forms of government within the state were collecting about 80% of their taxes, from property, and property could no longer bear the burden. The gross income tax law is based on the ability of a man to spend. In Indiana each business is permitted to absorb or pass on the tax as it chooses.

I believe that future years will class the 1933 Indiana legislature as the greatest in the history of the state. In the face of an immense financing problem it did its duty by passing the gross income tax law, then went home. Other state legislatures have met and evaded the issue, to involve their states more heavily in a financial morass. In some of them schools are expected to close a part of the time. Only three states are promptly paying state bills. These are Indiana, California, and New York.

About 17% of the taxes annually collected now go to pay interest on money that has already been spent. The benefits government has brought you must be paid for.

Our figures show that about 45% of the people in Indiana are now supported, directly or indirectly, by taxes. This means 1,500,000 people must be considered by tax officials, including poor relief, state institutions, C.W.A., P.W.A., and a number of others, including the government officials themselves, and the families dependent upon government workers.

THOS. Y. WICKHAM, Chicago, chairman of the Grain Com'ite on National Affairs, discussed the effects of the "New Deal" on the grain trade. His most interesting address appears elsewhere in this number.

C. H. JANSEN, Indianapolis, described his methods in "peddling feeds," reviewing changed conditions in the trade, and in the ability of poultry and egg producers to pay for feeds. These factors, he said, have caused develop-

ment of local grinding and mixing. His address appears in Feedstuffs department in this number.

Harold L. Gray, Crawfordsville, chairman of the Transportation Com'ite, told of developments in transportation circles and rates on grain. His report appears elsewhere in this number.

Adjourned to Friday morning.

### Friday Morning Session

PRES. SPRINGER called the third session to order at 9:30 a. m. Friday with a large number of shippers present.

G. W. SULLEY, Dayton, O., used charts to drive home his points about analyzing available business, cutting out non-profit items, improving sales methods, and stepping up profits thru 1934. A brief review of his address appears elsewhere in this number.

SEC'Y SALE announced C. G. Egly, Fort Wayne, winner of \$5, first prize in the membership booster contest, for securing 9 new members for the ass'n. Larry Larimore, Indianapolis, took \$3, second prize, for securing 6; Victor Stuckey, Berne, took \$2, third prize for winning 5.

CHAIRMAN MOORE of the Nominating Com'ite recommended and the ass'n unanimously re-elected W. D. Springer, Indianapolis, and T. C. Crabbs, Crawfordsville, as pres. and vice-pres., respectively.

Directors placed for two years were C. C. Barnes, Winchester; Carl Menzie, Indianapolis; John L. Blish, Seymour; and Max Sellers, Forest; placed for one year to fill out the unexpired term of C. R. Jackson was Walter Penrod of Medaryville.

W. E. CULBERTSON, Delavan, Ill., sec'y of the Illinois Grain Dealers Ass'n, and prominent member of the code com'ite, told about the progress made on the code of trade practice for country elevators. The code, he said, is almost ready for signing. Some changes are sought on definitions and labor provisions. A brief review of his remarks are published elsewhere in this number.

SEC'Y SALE explained regional divisions proposed in Indiana to be used in administering the code, dividing the state into 9 districts, with



W. D. Springer, Indianapolis, Ind., Reelected President.



a code committee for each county, for each district, and for the state.

CHAIRMAN BARR of the Resolutions Com'te reported the following resolutions, which were unanimously adopted:

### Resolutions Adopted

#### Protest Government's Invasion of Milling Business

WHEREAS Gov. McNutt and the last legislature, for purpose of economy made certain consolidations in State, counties and township, be it

RESOLVED that this body warmly commend Gov. McNutt and State Legislation on this action, and urge them to continue this consolidation and elimination wherever possible.

WHEREAS the State of Indiana at its penal institution at Pendleton, Ind., has plans and is now in the process of erection of flour and feed mill at such institution and has plans to manufacture flour and feeds in its institutions at Pendleton, Richmond and Putnamville, Ind., for the purpose of evading the processing tax on wheat and grains levied under the Agricultural Adjustment Act on the manufacture of grains and

WHEREAS the plan is to furnish all state institutions with such products, be it

RESOLVED that the Indiana Grain Dealers Ass'n protest formally to the Governor of the State against the state invading the industrial field, disturbing orderly marketing of products, the undertaking and conducting of such business by the state.

#### Stronger Markets for Farm Products

WHEREAS, The tax on all sales of grain for future delivery provided for by special act of Congress in 1922, as well as regulations and limitations of such trades have discouraged and driven out of the grain markets many traders to the great cost and disadvantage of grain growers, and

WHEREAS, It would greatly help grain producers as well as all interested in stronger markets for agricultural products to make those markets as attractive as possible to the largest number of buyers and sellers, be it

RESOLVED, That we the Indiana Grain Dealers Ass'n in Convention assembled at Indianapolis this 26th day of January, 1934, do hereby appeal to the President and Members of Congress to free the markets for agricultural products of all special taxes and restrictions, to the end that more buyers shall be attracted to the farmers' markets and help to maintain a stronger market for farm products.

#### Reviving Our Export Trade

WHEREAS, Our exports of grain have declined almost continuously during the last decade notwithstanding our surplus stocks at all times have been greatly in excess of our domestic needs.

RESOLVED, That we, the Indiana Grain Dealers Ass'n, in convention assembled at Indianapolis this 26th day of January, 1934, do heartily commend the present Federal administration for its appointment of Geo. N. Peek to study the causes leading to the shrinkage in our export grain trade, and we express the earnest hope that effective ways and means will soon be devised for reviving our foreign trade in grain, as well as for extending our grain exports to new markets, and be it further

RESOLVED, That we send a copy of this resolution to the Honorable Secretary of Agriculture as well as to representatives from Indiana in both houses of Congress and to the Chairman of the Grain Committee on National Affairs.

#### Oppose Changes in Grade Standards

WHEREAS, The U. S. Dept. of Agriculture is now holding hearings over the entire country with a view of changing our existing Grain Standards Acts, be it

RESOLVED, That this Association strongly oppose any changes of our present standards.

#### Oppose Government Ownership of Railroads

WHEREAS, The recent report of Coordinator Jos. E. Eastman to Pres. Roosevelt of his study of the system of transportation points toward ultimate government ownership of railroads, be it

RESOLVED, That this Association go on record as opposing any government ownership of now privately operated industries.

#### Oppose St. Lawrence Waterway

WHEREAS, The St. Lawrence waterway treaty is now under discussion at Washington, be it

RESOLVED, That this Association go on record as opposing its construction or the construction of any other transportation facilities in competition with existing methods of transportation.

#### Higher Tariff on Black Strap

WHEREAS, Cuban black strap Molasses can and is being used extensively in the manufacture of certain products in direct competition with our home grown grains, be it

RESOLVED, That this Association go on record as favoring higher tariff on black strap molasses or any steps necessary to eliminate its unfair competition.

WHEREAS, There has been reintroduced in Congress a bill compelling the use of a certain percentage of corn in the manufacture of Ethyl gasoline, be it

RESOLVED, That this Association go on record as favoring speedy enactment and strict enforcement of the bill and that copies of the resolution be sent to each of our representatives in Congress.

#### Appreciation and Thanks

Inasmuch as this has been one of the most successful Annual Conventions the Association has ever held from the standpoint of attendance, program and entertainment, be it

RESOLVED, That we express our appreciation to President Springer and Secretary Sale for their untiring efforts in the preparation of this meeting, and

Especially do we thank the Indianapolis Board of Trade, the members of the local grain, feed, hay and allied interests for their wonderful hospitality afforded us; and

Particularly do we express our appreciation to the local members who so gallantly surrendered their banquet reservations for the benefit of their guests. Also do we

Express our appreciation for services rendered in registration of guests by the Grain Dealers Fire Insurance Co.

CHARLES QUINN, sec'y, G. & F. D. N. A., told about revisions in the retail feed code. He explained:

The retail feed code is now under the N.R.A. The manufacturers' code is under the A.A.A. The jobbers do not know yet under which division of administration they will be placed. Labor provisions for feed retailers are similar to those for other classes of retail trade.

The trade practice provisions prohibit destructive price cutting, or selling below invoiced price, except to close out a business, raise cash to satisfy the demands of creditors, get rid of damaged or defective merchandise, prevent excessive loss on seasonal or perishable items, meet competition, sell for relief or charitable purposes, or fulfill a court order.

The code prohibits selling future orders with a guarantee against market decline, selling merchandise on consignment, and all forms of rebates, bribery and false advertising. The hay and straw dealers are placed under the retail code.

The code describes the functions of a feed dealer, prohibits transportation of feed to a customer's establishment without charge, selling at retail beyond 30 days without a written order, a deposit, and a charge for this service, and/or repudiation of contracts.

Adjourned *sine die*.

### Friday Afternoon Discussion of Grades

The Friday afternoon session was turned into a formal hearing on the proposed changes in the federal grain standards.

W. P. CARROLL, Chicago, U. S. Department of Agriculture, led the discussion, using charts to explain the proposed changes, which would qualify all wheat grades with more than 14% moisture as "tough," and eliminate moisture as a direct grading factor; make similar changes in the grades on oats in regard to stain; reduce the number of grades in corn; and affect grades of other grains. The proposed changes have been described from time to time in earlier issues of GRAIN & FEED JOURNALS.

SECY W. E. CULBERTSON of the Illinois Grain Dealers Ass'n, objected to the proposed changes on the ground that they would complicate grading for country elevators, encourage discounts at terminal markets and make it necessary for country grain dealers to pass such discounts along to the farmers when buying grain. "Technicalities," he declared, "usually mean that the producer gets less."

W. M. MOORE, Covington, objected to the proposed changes allowing 16% moisture in rye, against 14% in wheat, before classifying as "tough." The word "tough" was found psychologically objectionable as encouraging discounts.

Dealers present favored discontinuance of stain in oats as a direct grading factor, and using the word "stain" as a qualifying phrase. Stained oats, they contended, are just as good for feed as bright oats.

HAROLD GRAY, Crawfordsville, felt there

should be two classifications of damage in corn, the word "damaged" to mean corn which has retained its feeding value; the word "rotten" to indicate corn so badly spoiled as to be useless for feed.

W. M. MOORE felt that country shippers prefer simplification of grades. Changes in corn grades would meet with approval, but qualifications on other grains made the grading too technical.

S. A. HOLDER, Indianapolis, Chief Inspector, testified that inspectors, in a meeting at Chicago, felt that the proposed changes would increase the labor of inspecting. From 15 to 20 minutes would be required for each sample and this might slow up inspections so much as to increase required inspection department staffs, and increase cost of grading.

LEW HILL, Indianapolis, chairman of the Grades Com'te for the G. & F. D. National Ass'n, reviewed trade expressions he had received on the proposed changes. Generally they opposed the changes. Mr. Hill appointed Walter Moore, Covington; L. R. Rumsyre, South Whitley, and Harold Gray, Crawfordsville, as a com'te of three to formulate the opinions of country grain dealers on the changes and inform him. In the course of his discussion Mr. Hill said,

It is generally understood that the grain trade, as a whole, has always been willing to cooperate in every way with anything the government might propose which would be beneficial to the producer, considering the connection between the grain merchant and the farmer.

The Bureau of Agricultural Economics at Washington has spent much time in compiling proposed changes in grain grades and inspection rules. Its descriptive matter is good reading, and doubtless of good intent.

But 80 per cent to 90 per cent of the opinions from grain dealers in my file express opposition to the proposed changes. Some parts of the changes on corn are favorably considered. This is also true of wheat, barley and other grains. But the accepted proposals are so small in comparison to the proposals that are opposed, that my conclusion would necessarily indicate general opposition, principally because the changes would complicate grading and cause friction between dealers and farmers. Few country grain dealers are equipped for such fine discriminations.

If the country grain dealer were to protect himself from discounts under the proposed standards it would be necessary for him to take advantage of every grading doubt, due to the rigid inspections at terminals. The farmer would suffer, and the grain trade is opposed to anything which will work against the farmers' interests.

Chairman W. M. Moore of the Com'te writes that after due consideration the Com'te made the following recommendations:

#### Corn

- (1) Eliminate the term "Unnatural Material."
- (2) Differentiate between the rotten and damaged kernels.

With the above exceptions we recommend the adoption of the proposed grades.

The reason for No. 2 is that to class rotten and damaged kernels in one class, the farmer and shipper is penalized too severely. Often the damaged kernel is equal in weight, feed value or food value to the sound kernel while rotten kernels have no feed or food value and are light.

#### Oats

The proposed grades are acceptable as being better than the existing grades.

#### Wheat

Present grades on wheat are preferable to the proposed grades

Adjourned *sine die*.

### Banquet and Entertainment

A pleasing entertainment followed the sumptuous banquet served in the dining room of the Indianapolis Board of Trade, Thursday evening. Everyone was given a new brilliant colored hat to wear and some of the ladies captured parasols.

Music during the dinner was supplied by Mildred Meyers All-Girl Orchestra, led by a diminutive figure in a fancy orchestra leader's suit. This orchestra and a widely varied program of tap dancing, singing and ballet dancing was a feature of the evening's entertainment.

The speaker of the evening was Rev. William



Dern, Cincinnati, O., the "preacher with a laugh," who kept the packed room in an uproar, with funny stories illustrating his "Seven Bones to Happiness."

Outstanding in the events of the evening was Charles E. Weirick's impersonation of a radio announcer, fulfilling his duties in reading telegrams from the trade purporting to praise the broadcasting of the program. With Glen Steinhart and Claude Record running back and forth with telegrams, they succeeded in fooling nearly everybody into believing the program was actually being broadcast.

At a drawing following the close of the vaudeville numbers 16 much coveted prizes were given away to the ladies; and 10 to the men.

The entertainment com'tee of the Indianapolis Board of Trade, composed of Charles E. Weirick, chairman, Glen Steinhart, Claude Record, Sam Allen, Dale Phillips, and W. S. Hayward, deserve well earned praise for the program it supplied. Financing of the entertainment was done by members of the Indianapolis Board of Trade, the Board of Trade itself, and members of allied industries.

### Indianapolis Convention Notes

Chris Egly was the only Fort Wayne delegate in attendance.

MACHINERY representatives included C. F. Albertson, L. J. McMillin, and H. L. Silver.

THE PEORIA office of Keystone Steel & Wire Co. sent Geo. M. Baxter and R. W. Clark to tell about fencing.

FEED representatives present included A. F. Leathers, and E. E. Clore. Salt men were J. J. Bauer, and W. A. Frye.

W. D. CLARK, C. N. Bohnstadt, and E. Ripley held down the fort for Fairbanks-Morse & Co., talking scales, motors, and engines in a big "weigh."

ALL SEEDSMEN had tales to tell of big business in prospect. The group included J. C. Cruse, Ed. Flannagan, F. R. Freeman, E. L. Floyd, and Guy Davis.

Mill mutual insurance companies were represented by H. H. Hawlick and Vic Parmentier of Millers National Ins. Co., Chicago; and Jim Schoonover, of the Millers Mutual of Illinois.

ILLINOIS country grain dealers present included W. C. McMichael, Lawrenceville; L. B. Walton, Mayview; Elvis Weathers, Newnan; J. C. Fielding, Ogden; E. R. Peters, St. Joseph.

LADIES were present in unusual number, many of the dealers bringing their wives and sweethearts along. All were tendered an invitation to see Eddie Cantor in "Roman Scandals" but shopping tours were more popular.

E. K. SOWASH, Crown Point, ex-president of the Ass'n, claims to have attended every meeting of the Indiana Grain Dealers Ass'n since it was organized in 1901. He delayed a trip to Florida to attend the 33rd so as to keep his record unbroken.

SECY FRED SALE and his able assistant, Miss Eva True, familiar figures to Indiana dealers, deserve great deal of credit for the large attendance and interesting program. Registration came close to 300, and would have exceeded that figure had everyone registered. Membership now is over 425.

REGISTRATION was in charge of R. D. MacDaniel, O. M. Earl, H. W. Marsh, and A. E. Lief of the Grain Dealers Fire Insurance Co., which supplied the attractive badges worn by delegates. Frequently seen around the convention also were J. J. Fitzgerald, sec'y and manager of this company, and C. R. McCotter, mgr. of the western division.

SEVERAL GRAIN buying centers from outside the state were represented. From Cincinnati came Walter O'Connell and J. E. Hendrickson. Louisville sent R. L. Callahan, Clark Yeager, and W. M. Wallace. L. J. Schuster represented the Toledo office of Norris Grain Co. Wm. Tucker represented Lamson Bros. & Co. Chicago office.

ASSN SEC'YS present included Charles Quinn, of the Grain & Feed Dealers National Ass'n; W. E. Culbertson, of the Illinois Grain Dealers Ass'n; and W. W. Cummings, of the Ohio Grain, Mill & Feed Dealers Ass'n.

JAMES E. BENNETT & CO. had a big turn-out, headed by James E. Bennett himself, and Kenny Pierce of the Chicago office. Branch office managers present included D. E. Jacobs, Danville; J. A. Freeman, Decatur; and Jos. R. Crowden, Terre Haute.

Among Indiana country grain dealers and millers present alphabetically by towns: Charles G. Naber, Alexandria; Etna Lafforge, Amo; Fred D. Wright, Anderson; Lowell Hutchinson, Arlington; C. R. Paul, Avery; F. S. Demoret and D. M. DuBois, Bath; F. A. Dahl, Belshaw; Wilbur Stahley and Victor Stuckey, Berne; O. L. Barr, Bicknell; W. F. Shirley, Blountsville; A. W. Snyder, Bluffton; W. C. Halstead, Brookston; P. J. Wolfram, Brownsburg; J. J. Borders and F. E. Jones, Boswell; G. I. Isler and Charles W. Scott, Bunker Hill.

F. E. Dowling, Camden; M. E. Kendall and C. C. Major, Carmel; Charles F. Reeves, Charlottsville; K. R. Applegate, Cicero; John Frantz, Clarks Hill; G. W. Blanton, Clayton; John M. Holder, Clifford; L. E. Lake, Colfax; W. M. Moore, Covington; Harold L. Gray and Newt Busenbark, Crawfordsville; E. K. Sowash and Wm. Street, Crown Point; Orth Quinn, Cutler; Charles Stevenson, Cyclone; J. L. Vogle, Danville; John E. Lynch, Darlington; Lloyd Cooley, Dayton; Sim Burk, Decatur; Al Konovsky, De Motte.

Howard Mutz, Edinburg; W. H. Newsom, Elizabethtown; John and Ted Kiefer, Elwood; F. R. Garver, Fairland; Baxter McBane, Fortville; L. S. Conarroe and Hugh Mattix, Frankfort; L. S. Valentine, Franklin; Miles Gooding and Gerald Nicholson, Frankton; C. R. Bahler, Galveston; Adam Egly and Joe Martin, Geneva; C. C. Patton and John F. Russell, Greensburg; J. C. Springer, Gwynneville.

E. B. Adamson and John Jackson, Hagers-town; Francis Knecht, Hartford City; Ed Montgomery, Hemlock; E. P. Finch, Hillsboro; F. M. Ackels, Hobbs; F. H. Wellman, Holland; C. R. Stafford, Hope; H. O. Rice, Huntington; N. Worl, Kennard; Charles N. Clark, Kempton; V. W. Moore, Kirklint; W. A. Gray, Kirkpatrick; A. N. Hudson, Kitchel; Leon Cheadle, Knox; Hal Thompson, Kokomo; Charles Ray, Kouts; Vernon Weinkauf, La Crosse; Thomas A. McCoy, Liberty; R. Alexander, Lafayette; A. B. Martin, J. C. F. Martin, Charles Smallwood, and A. N. Troyer, La Fontaine; John Herr, Lebanon; J. C. McCammon, Letts; C. W. Schuman, Logansport; H. G. Tyler, Lowell.

D. L. Fisher, Maplewood; A. O. and O. M. Thomas, Marion; Charles K. Hankins, J. L. Slaughter, Markleville; G. B. McBane, Maxwell; Ralph Overman, McGrawsville; Walter Penrod, Medaryville; A. K. Murray, Medford; Earl A. and Marshal R. Davis, Michigantown; W. S. Wisehart, Millville; J. G. Wagner, Monterey; John Floyd, Monroe; W. C. Blankenbaker and J. T. Martin, Mount Ayr; R. A. Burris, Mulberry; E. E. Elliott, Muncie; Raymond Shine, New Albany; K. C. Hightshue, New Augusta; J. S. Lakey, New Lisbon; S. C. Corkins, New Palestine; Walter Whitecotton, New Ross; Don B. Jenkins, Noblesville; Myron E. Dawson, Nora; Walter Einspahr, North Hayden.

E. L. McDowell, Otterbein; H. Dickey, Parker; G. A. Pritchard, Pendleton; N. A. Wall, Pittsboro; Clarence Peters, Portland; Royal D. Clapp, Raber; Lee Carl and Lee Evans, Remington; C. J. Hile, Rensselaer; John Wemer, Rochester; D. P. Simison, Romney; T. B. Wilson, Russellville.

E. J. Mendenhall, Sheridan; Charles Gray, Shirley; J. R. White, Shideler; Wm. J. Fry, Schneider; J. L. Blish, Seymore; J. J. Batchelor, Sharpville; Fred Paul, Spiceland; Harvey Kreider and L. R. Rumsyre, South Whitley; E. E. Etchison, Stewart; Charles S. Anderson, Stockwell; Carl T. Wilson and Frank Wilson, Sulphur Springs; John Sells, Tab; Frank Richards, Taylorsville; J. C. Kashner, Thorntown; C. M. Urschel, Tippecanoe; G. G. and Russell Davis, Tipton; Ross Curless, Ross Daugherty, Warren Sheffield, and Charles Tyner, Treaty.

C. L. Northlane, Union City; R. K. Parent, Union City; S. J. Brown, Valparaiso; Oris Wright, Vincennes; W. E. Bechdol, and A. D. Shirley, Walton; Claude Barnes, Charles Graft, and W. C. Haug, Winchester; John W. Pugh, Windfall; M. C. Robertson, Williamsport, and K. B. Cook, Zionsville.

"Experts" in the employ of the AAA have been required by J. R. McCarl, comptroller general, to prove that they are "experts" as claimed, before he will permit their salaries to be paid. The AAA has 328 of these alleged experts receiving \$2,000 to \$9,900 a year. Some charitable philanthropist should take up a collection for these poor, underpaid workers.

## Pressing Transportation Problems

[From the report of Harold Gray, chairman of the Transportation Committee of the Indiana Grain Dealers Ass'n.]

The changing world with its new inventions has introduced into use, practical use, many new modes of transporting goods from one point to another and as the railroads superseded the many slow and laborious means of travel during pioneer days, so have new ways been found to carry traffic in a satisfactory and practical manner.

Along with the railroads, certain waterways, and pipelines that are under Government regulations, we now have traffic moving via highway, airway, and some waterways, which are not regulated.

So rapid has been the growth of those unregulated means that there has been much duplication and overlapping of needed service and investment in practically every state in the Union.

Much has been said but little done during the last years toward regulation, consolidation, or reorganization of the various forms of transportation. One of the first steps of any magnitude began when a National Transportation Committee was appointed with the late Hon. Calvin Coolidge as chairman. This committee pointed out many irregularities and made several specific recommendations.

Among the first acts of President Roosevelt was the appointment of Co-ordinator Joseph B. Eastman to study our systems of transportation and report recommendations of consolidation, regulation, etc. He has been doing this through questionnaires, hearings and investigations. His first report to President Roosevelt was made last week and according to press reports, appears to be in favor of Government ownership some time in the near future. I feel that all grain dealers and millers do not agree with this part of the report, as we well know our experiences of a few years ago under the United States Railroad Administration, and I would suggest that we go on record by resolution opposing Government ownership.

Transportation Conference: Last July a group representing the railway, waterway, highway, and shippers ass'ns, along with others, formed the Transportation Conference of 1933; the purpose being to unify the differences of opinion of all representative shippers and carriers and to determine insofar as is possible, a satisfactory transportation policy for the nation. As a member representing our National Ass'n, it was indeed interesting and noteworthy to see many differences of opinion ironed out on a common ground. The meetings, which were held monthly at Chicago and New York, have been confidential in nature and the conclusions will be used by the present Congress to formulate the new laws regulating every agency of transportation.

So out of the present chaos of unregulated and unorganized forms of transportation, a better system will soon emerge in which, as a new beginning, all means will be treated on an equal basis.

Favorable decisions rendered during the year include:

1. The emergency rates of 1c to 2c per cwt.



Harold L. Gray, Crawfordsville, Ind.



on a large number of commodities have been canceled.

2. The soy bean rates from Indiana now take the grain rate and minimum into Eastern Trunk Line territory and for export.

3. The use of many routing guides continues to be postponed to June 30, 1934.

4. The store door pickup and delivery service by several railroads will prove convenient.

On the other hand a few propositions we have sought are still pending.

Our attempt along with others to get a reduction of rates, all-rail, from Indiana east, to put us in line with Chicago and the lakes through Buffalo, has so far not been successful. Passenger fares were reduced during the last few months and much business and profit has accrued to the railroads. We still contend that lower rates on grain and grain products would likewise increase our car loadings and secure a greater volume of business.

Recently we were advised that the Eastern Trunk Line Roads are charging freight on grain doors. If any here have been so charged, we will appreciate hearing from you.

**The Rayburn Truck Bill:** There seems to be a much divided opinion among the trucking ass'ns concerning trucking regulations. Some favor Government regulation and others are directly opposed. A newly organized association is said to have had much to do with the Rayburn Bill (H. R. 6836) introduced in Congress Jan. 12, 1934. A condensed analysis of the Bill, which places complete regulation under the I. C. C. provides that:

1. Contract carriers cannot operate without a permit.

2. Contract carriers would be compelled to file and publish their rates.

3. The I. C. C. has power to suspend rates, raise minimums, investigate unduly low rates and protect patrons at their own initiative. It may, if it thinks a railroad or other common carrier, or its patrons, or business, or other common carrier, is unduly interfered with by the contract carrier, increase rates until the interference is removed.

4. All common carriers by highway in bona fide continuous operation on Jan. 1, 1933, or seasonal operation in 1931 or thereafter may secure a permit without a hearing. Otherwise they must show that public convenience and necessity will be served by them.

The act includes provisions giving the Commission power to require motor carriers to provide insurance bonds or other security protecting against liability for death, personal injuries and loss and damage to property. The Commission is authorized to prescribe rules "not inconsistent with the police powers of the State," governing qualifications and maximum hours of service of employees, safety of operation and equipment. The Commission is given power to inspect the records, etc., of all motor carriers; to require the establishment of a uniform system of accounts and the filing of reports concerning any matter about which the Commission is authorized or required by this, or any other law, to inquire to keep itself informed or which it is required to enforce.

If this Bill is passed it is possible that motor transportation would be freed from code regulation since they would be governed the same as railroads.

**The St. Lawrence Waterway Treaty** is now a live subject at Washington. There seems to be a wide variance of opinion. Strictly from a transportation standpoint, considering our excess of transport facilities, cost of construction and operation in relation to revenues to be charged, it is quite apparent that the treaty should be ratified. A resolution to this effect from this convention would help clarify our position on this matter.

## Riots and Farm Bonuses in France

Among the causes of the dissatisfaction with the government that led up to the recent rioting in the streets of Paris by mobs of 30,000 is the payment by the government to the farmer of the difference between the feed value and the market price of wheat, to hold up the price of wheat made into flour for bread.

Wheat fed to live stock, principally hogs, is required to be denatured by coloring it blue to prevent its going into flour. About 12,000,000 bus. of French wheat has been thus set aside, and is mostly of the medium grades. French millers are not permitted to extract all the flour from the wheat. The farmers themselves are dissatisfied with this scheme ostensibly enacted to aid them.

Government interference or regulation of business seldom helps anyone.

# Illinois Farmers Elevators Favor Independence

Meeting at Peoria on Feb. 6-8, the 31st annual convention of the Illinois Farmers Grain Dealers Ass'n reaffirmed faith in the policies its leaders have followed for the last year, convinced that ownership and management of a farmers elevator should properly be vested in the community where it is located. Similarly the convention frowned upon national policies permitting free importation of such products as blackstrap molasses, vegetable oils, and other products that compete with the American farm products.

The convention enjoyed one of the largest turn-outs in recent years. Registration was close to 350, and many failed to register. Attractive identification badges were supplied by the Grain Dealers Mutual Fire Insurance Co.

## Tuesday Afternoon Session

PRES. T. R. CAIN, Jacksonville, called the first session to order Tuesday afternoon, in the Pere Marquette ball room.

REV. ROBERT CLARK, Union Congregational Church, Peoria, pronounced invocation.

THOMAS CODY representing Peoria delivered a rousing welcome, and promised to keep delegates out of jail.

PRES. CAIN in his annual address said:

## President Cain's Address

My appreciation of the honor you have conferred upon me by electing me three times to head your ass'n must be measured by the efficiency with which I have discharged the duties assigned to me. I have sought to leave the ass'n better because I served it. Whether I have succeeded is for you to judge.

We are passing thru a period of reconstruction. Unquestionably the President is striving sincerely to restore agriculture to the basic condition we enjoyed in 1914. He should be given undivided support.

It is now estimated that about 100,000,000 bus. of corn are under government seal. Sometimes I fear the result will be the same as when the Farm Board a few years ago sought to hold up the price of wheat by buying and hoarding. I hope this can be prevented by restoring our exports.

**Taxation:** No one could object to taxes if, in a fair and equitable way, they raised whatever is necessary for the conduct of state and nation, but as we now have them they are not only dishonest, but destructive.

In 1914, the index of taxes was at 100, farm prices at 102, and commodities at 101. Ten years later taxes were indexed at 249, farm prices at 134, and commodity prices at 154. In 1931 this disproportionate rise in taxes continued, taxes 264, farm prices 90, and commodities, 129. These figures tell us a part of the reason for the so-called farm revolt.

Last March I was invited by Gov. Horner to a conference in Springfield to consider debt adjustments to avoid farm mortgage foreclosures. This conference was attended by farm organization officials representing the debtors and by representatives of insurance companies, the Federal Land Bank and the Joint Stock Land Bank, representing the creditors. At the conclusion of this meeting a resolution was adopted advising the governor to appoint committees to serve in each state. Conciliatory committees were appointed in all agricultural counties and as a result there have been many amicable adjustments of farm mortgage indebtedness, and a decided falling off in foreclosures.

As your President I have watched the New Deal with much interest. I have played the cards that fell to my hand as I thought would be for the best interest of our member companies. It is a complicated game, but card values will ever remain the same, Integrity, Industry, Thrift and Foresight are always aces and so long as our institutions render the same valuable service that they have in the past, they must necessarily have an important part in the recovery program.

SEC'Y LAWRENCE FARLOW, Bloomington, reviewed ass'n affairs for the last year, saying:

## Sec'y Farlow's Annual Report

The year 1933 has probably presented more problems requiring the attention of the state

association than any other year in the history of the organization. First, there was the threat of temporary blower loaders being set up in competition with our farmers' elevators in a wholesale way; then, there was the threat, and actual development, of truck and barge competition. This involved freight rates on grain and freight rate adjustments. Then, there was the amendment to the Farm Credit Act and the establishment of the St. Louis Bank for Co-operatives, the announcement of which brought many inquiries. During the last half of the year, your secretary was called upon to spend a great deal of time on a committee appointed to formulate a code of fair competition for the country grain elevator industry.

**Blowers:** Our office made extensive investigations as to the cost of operation and the probable effect of the operation of a blower. It was found that the power expense of operating a blower is much greater per bushel than of a well equipped gravity loading elevator. It was self-evident that the duplication of service would add to the per unit cost of handling the grain at any given station. We held numerous meetings with farmers, elevator managers and railroad operating officials to present to them the findings. The result was that the blower threat soon blew over.

**Truck competition** presents a more complicated problem. There are many grain stations within a radius of fifty miles of an important industrial center from which grain can at times be hauled to the terminal by truck for less than the prevailing railroad rate. This is especially true in a time of industrial stagnation when trucks originally purchased for some other type of service are forced to seek temporary employment. Your officers after careful investigation were led to believe that the movement of a portion of the grain from any community by truck would necessarily increase the per unit cost of handling the balance that moved through the elevator and therefore would be detrimental to the grain producers as a whole. We spent a great deal of time and effort bringing to the attention of railroad officials the importance of rate adjustments that would hold the grain business for rail transportation. Unfortunately for themselves and for the grain trade, these men were slow to grasp the seriousness of the situation. We carried our case to Mr. H. G. Taylor, adviser to the President of the Western Railroads. With the completion of the Illinois Deep Waterway, he saw the danger of barge competition and recommended reductions in grain rates on lines paralleling the Waterway. The reductions that were made were quite effective in meeting both truck and barge competition in a limited territory. It is our opinion that a bulky commodity like grain, seeking markets in all parts of the country, can be handled more economically by rail than by any other mode of transportation.

**The Country Elevator Code** must be approved by both the Agricultural Adjustment Administration and the National Recovery Administration. One is watching to see that nothing goes into the code that can possibly result in lower prices to the farmers, while the other is anxious to increase the returns to employees.

Thru active cooperation with the Mid-West Shippers Advisory Board and the Illinois Industrial Traffic League, we have had friendly contacts with the traffic officials of the railroads and the traffic managers of related and unrelated industries.

**Elevator Statistics:** A revised directory of Illinois farmers elevator companies has recently been published and distributed. It contains the names of 448 companies with elevators at 528 stations. This shows a loss of only 12 companies during four years of business depression when the mortality rate in every line of business was very high. These 448 companies have capital stock outstanding amounting to \$9,000,000.

Your state association has added twenty-two new members during the year which was partially offset by five cancellations and suspensions, leaving a net gain of seventeen members.

Sec'y Farlow reported for Treas. Charles Fairfield, Fisher, the financial affairs of the ass'n to be in good order.

HARRY HIESER, Bloomington, Auditing Department head, reviewed the status of farmers elevators as shown by audits, showing most of them in better financial condition than at any time in the last three years.

PAUL THIELEN, Bloomington, Supply Co. head, reported that the NRA had struck them a heavy blow with code rulings on wholesale and jobbing prices. Some contracts are still



profitable and the company expects to rebuild its position this year.

GEO. BETZELBERGER, Delavan, Scale Inspection Department head, reported 73% of the scales inspected during the last year were within a tolerance of ten pounds to the ton. About 17% of the scales were seriously inaccurate. Most of these were wagon scales, which dealers were attempting to use for weighing trucks.

Much of the scale trouble that develops, declared Mr. Betzelberger, is due to rust. Ordinary scale decks are not waterproof, and permit water to drain into the pit and over knife edges. Waterproof decks will help reduce rust.

JOS. A. SCHMITZ, Chief Weighmaster, Chicago Board of Trade, explained that ordinary shrinkage in handling grain will prevent weights coming out exactly even. A carload of grain weighed and reloaded in the same car to be emptied again and reweighed thru the same scales, will not show the same weights, due to invisible loss thru dust and minor amounts of sweepings.

The greatest trouble with country weights comes from the dealers who are ill equipped with weighing machinery, having unchecked, inaccurate scales, or no scales at all for weighing outbound grain.

PRES. CAIN appointed the following com'tes:

RESOLUTIONS: A. E. Foster, Ladd; Frank Barkley, Yorkville; J. W. Miller, Stanford; John Strickfadden, Pekin; A. C. Rice, Jacksonville; W. B. Flemming, Bement; H. J. Miller, Belleville.

CREDENTIALS: Vern L. Marks, Kempton; Lee Mellinger, Cerro Gordo; Charles Holz, Buckley.

NOMINATING (elected by districts): For District No. 1, W. R. Cain, Woodhull; 2, H. G. Gerdis, Andres; 3, Harold Morgan, Buckley; 4, Ernest Musselman, Tremont; 5, Wm. Mann, Ashland; 6, H. A. Henricks, Cerro Gordo; 7, F. A. Walton, Belleville.

Adjourned to Wednesday morning.

### The Banquet

HON. CHARLES ADKINS, Decatur, was toastmaster following an excellent banquet in the ball room of the Pere Marquette Hotel, and a marvelous group of entertaining vaudeville numbers, featuring a quartette, several singing and dancing numbers, and a master of ceremonies.

THOMAS Y. WICKHAM, Chicago, chairman of the Grain Com'te on National Affairs, made the address of the evening, explaining the relationship between farmers, the grain trade, commerce, and national affairs. This excellent address is published elsewhere in this number.

### Wednesday Morning Session

PRES. VERN MARKS, Kempton, of the Managers Club, called the meeting to order.

VICTOR C. De WEIN, Decatur, called attention to necessity for control of the European

corn borer, which threatens to spread slowly beyond its present confines until it may envelope the entire Corn Belt. He pleaded for a return of the corn borer appropriation to the Department of Agriculture, and continuation of control measures.

Mr. DeWein also drew attention to the need for adequate tariff protection from imported coconut oil, sesame oil and similar products, which come in direct competition with products made from corn, and affect the prices manufacturers would otherwise be able to pay. A movement for increased tariffs on these products is under way, and backed by numerous farm organizations.

CHAIRMAN MARKS appointed F. S. Betz, Chicago; Wm. Siemons, Del Rey; and H. A. Henricks, Cerro Gordo, a com'te to draw a resolution urging tariff protection.

GEO. E. BOOTH, Chicago, Chairman of the Code Com'te, described what had been done toward development of a code for country elevators, and explained what is holding it up at the moment. He expected an early settlement of differences with the administration, and early application of the code. His remarks are published elsewhere in this number.

### MARGINS ON FUTURES

JOHN E. BRENNAN, Chicago, called attention to definitions of futures trading in the Grain Exchange Code, classifying such trades as "a speculation," "a hedge," or "a spread."

Futures trades for one individual must be margined with 10% of the value of the commodity up to 2,000,000 bus., he said. Above that amount an additional 15% margin is required.

WM. E. HULL, vice-pres. and general manager for the Hiram Walker & Sons distillery new being built at Peoria, talked about the use of grain in the distilling industry. He called attention to the present use of alcohol made from blackstrap molasses in producing blended liquors, and to the destructive taxes which burden the distilling industry. Facts and figures were quoted on the volume of grain used.

Adjourned to Wednesday afternoon.

### Wednesday Afternoon Session

VICE-PRES. R. B. ORNDORFF, Delavan, called the third session to order.

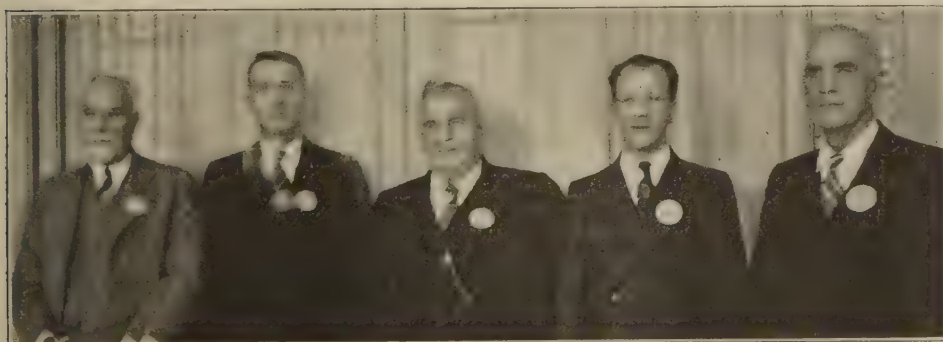
MISS MARGARETTE CAIN, popular daughter of Pres. Cain, entertained with several difficult numbers on the piano, and was well applauded.

DAVID N. HARDY, St. Louis, pres. of the newly created Bank for Cooperatives, explained the process for collective borrowing from this bank.

CARLOS CAMPBELL, Washington, D. C., economist in the grain processing and marketing section of the Agricultural Adjustment Administration, defended the processing tax, subsidizing of wheat exports from the Pacific Northwest, and the acreage reduction plans.

Adjourned to Thursday morning.

### Newly Elected Officers



Left to right: Pres. H. B. Grommon, Plainfield; 1st Vice Pres. L. E. Reilley, Pleasant Plains; 2nd Vice Pres. E. H. Dannewitz, Somonauk; Sec'y Lawrence Farlow, Bloomington; Treas. Chas. Fairfield Fisher.

### Managers' Club Session

The Managers Club held its business session Wednesday evening. Pres. Vern Marks presided.

ELECTION resulted in the selection of Vern Marks of Kempton, as pres., and made Lawrence Pittman, Hammond, sec'y.

H. K. MANSFIELD, Omaha, explained compensation insurance, claims and adjustments, calling attention to the need for protection against accident hazards in country elevators. Under the laws of Illinois employers are held liable for accidents to employees in the course of employment, and must either carry insurance, or carry the risk themselves. This is also true of public liability.

DICK BRADLEY, Peoria entertainer, introduced as the "humorous tailor," held his audience at this session spell bound for more than half an hour, telling anecdotes that wreathed them in smiles.

Adjourned.

### Thursday Morning Session

PRES. CAIN called the fourth session to order Thursday morning.

Officers elected for the ensuing year: H. B. Grommon, Plainfield, pres.; L. E. Reilley, Pleasant Plains, 1st vice-pres.; E. H. Dannewitz, Somonauk, 2nd vice-pres.; Charles Fairfield, Fisher, treas.; Directors elected were Charles Holz, Buckley, for district 3; Lee Mellinger, Cerro Gordo, for district 6; Lewis Weber, Peru, for district No. 1.

Retiring Pres. Cain released the gavel to his successor.

PRES. GROMMON expressed the appreciation for the honor of the office, and pledged himself to continue the policies of his predecessors, supporting independence, local ownership, and local control of farmers elevators.

VICE-PRES. REILLEY followed with a brief speech accepting the office.

F. H. BARKLEY read the following resolutions, which were unanimously adopted.

### Resolutions Adopted

#### Tax on Futures

WHEREAS, no tax is levied on the future sale of commodities in Canada, the Argentine or any other export nation with which American farmers and merchants must compete, and

WHEREAS, the advance in this tax rate from 1c per \$100 to 5c per \$100, an increase of 400 per cent, has placed a burden upon the American market that is seriously restraining its power to function and destroying its liquidity, be it

RESOLVED, that the Senators and Congressmen of Illinois be urgently requested to use every effort at their command to have this unfair and unjust tax removed, as unnecessary interference with the commerce of this State and an unjust burden upon the price of the products of Illinois.

#### Corn Borer Appropriation

RESOLVED, that the Farmers Grain Dealers Ass'n of Illinois in its 31st annual convention assembled at Peoria, Ill., request that Congressmen and Senators restore to the budget the appropriation for research and control of the corn borer.

#### Tariffs

WHEREAS, the present maladjustments in the tariffs of the United States are working to the detriment of the American producer of fats and oils, which directly affect the Illinois farmer in the production of corn oil, soy bean oil, and lard, as well as to the detriment of the cotton producers of the South, therefore be it

RESOLVED that the Farmers Grain Dealers Ass'n of Illinois request Congressmen and Senators to work for an equitable adjustment of tariff schedules beneficial to the producers of these products.

#### Alcohol for Motor Fuel

WHEREAS, the advent of the automobile and trucks on the highways and on the city streets and the tractors in the fields, have in a large measure taken the place of horses and mules, and

WHEREAS, legislation is pending before Congress recommending a 10 per cent blend of alcohol with all motor fuel, the alcohol to be made out of agricultural products grown in the United States, therefore be it

RESOLVED, by the Farmers Grain Dealers Ass'n of Illinois now assembled at Peoria, Ill.,



that we recommend to the Senate and Congress that a law be enacted requiring a 10 per cent blend of alcohol with all motor fuel sold in the United States of America and that the alcohol so used must be made from agricultural products grown in continental United States.

HON. CHARLES ADKINS acted for a com'te in presenting retiring Pres. Cain and Vice-Pres. Orndorff with high-grade traveling bags as a token of the esteem in which the ass'n held them, and the appreciation of the organization for their services.

Adjourned *sine die*.

### Peoria Convention Notes

Among the builders were Harry Quick and D. G. Eikenberry.

SEED wholesalers were represented by F. H. Weeks, and W. G. and O. D. Kelly.

Frank J. Sommer, Arthur Davis and C. A. Morton represented the St. Louis market.

INDIANAPOLIS was represented by E. E. Allison, Ed. K. Shepperd and O. P. Larimore.

Handlers of binder twine and manufacturers' representatives were C. A. Heinke and B. S. Sorensen.

TANKAGE, meat scraps, and fertilizer interests were Geo. F. Barrett, S. C. Smith, Wm. Dunston and S. A. Crowe.

Interior market representatives included H. W. Glesner, Decatur; W. P. Cavanaugh, Ottawa; Mr. Stotler and his son, Streator.

A number of companies kept open house in rooms in the hotel, where delegates were welcome to quaff of "Peoria's Best." Cigars and cigarettes were plentiful.

VEGETABLE PROTEIN producers' representatives included Victor C. DeWein of A. E. Staley Mfg. Co.; V. B. Stone, of the Missouri Cotton Oils Co., and John Clark, Decatur.

MACHINERY MANUFACTURERS were represented by C. N. Ward, Union Iron Works; Harry Surface, Webster-Weller Mfg. Co.; Geo. J. Betzelberger, Fairbanks-Morse & Co., and J. M. Deek.

FENCING and steel post manufacturers' representatives were M. C. Mason and N. H. Graham of the Mid-States Steel & Wire Co.; Sid Miner, F. P. Schusler, Guy Eaton and O. E. Root, Keystone Steel & Wire Co., and Hugh K. Wagner.

INSURANCE companies were represented by J. T. Peterson and J. D. Stevens of the Grain Dealers Mutual Fire Insurance Co.; A. R. Schroeder of the Millers National Insurance Co., and H. A. Canham of Millers Mutual Insurance Ass'n.

A contributing factor in the big attendance this year over last was the marked difference in the weather. Last year the convention was held during one of the worst blizzards of the season. This year sunshine and fairly mild weather prevailed.

CHICAGO representatives and branch office managers of Chicago firms included: Weighmaster J. A. Schmitz and Wm. W. McDonald of the Board of Trade; Jack Brennan and John F. Plotnicky, John E. Brennan & Co.; H. L. Billings and E. H. Granneman; A. R. Tunks, John J. Coffman, W. H. Conley, A. W. Ellis, and Harold W. Porter, Bartlett-Frazier Co.; K. B. Pierce, J. A. Freeman and Mike Lavelle, James E. Bennett & Co.; J. H. Summers, J. A. Nosek, Fred W. Owings and Ross Livergood, E. W. Bailey & Co.; H. R. Sawyer, J. H. Dole & Co.; Edward Niefert, C. L. Ray, Geo. H. Dunn and R. C. Kraft, E. J. Feehery & Co.; Geo. E. Booth and Wm. Tucker, Lamson Bros. & Co.; O. J. Bader, F. S. Lewis & Co.; D. W. Jones, Edwin F. Wilson and J. J. A. Correa, Lowell Hoyt & Co.; P. H. King, Rosenbaum Grain Corp.; Henry W. Brush and James P. Ryan; A. H. Dysart.

Managers of farmers and independent elevators present included: J. P. Watkins, Allen; Joe Carter, Armington; F. W. McLaughlin, Ashland; F. A. Walton, Belleville; W. B. Fleming, Bement; C. S. Reeser, Benson; George H. Spainhower, Blandinsville; W. E. Martens, and John Prahm, Bloomington; Fred L. Jostes, Boody; H. E. Morgan, Buckley; Robt. F. Guenther, Cedar

Point; H. A. Henrichs, Cerro Gordo; C. W. Parry, Chenoa; E. J. Steele, Cisco; Harry Scott, Clinton; Meddie Buck, Cropsey; R. J. Hack, Cullom.

J. H. Weidner, Dalton City; Edgar Brockman, Danforth; W. C. Bishop, Delavan; Wm. F. Siemons, Del Rey; O. B. Robbins, Dwight; T. D. Karnes, Fairbury; Lewis Shreve, Farmer City; H. B. Steele, Fisher; Wm. Herbst, Franklin Grove; Dewey Standiford, Galesburg; B. J. Reinmann, Garfield; L. Truman, Gifford; Lawrence Pittman, Hammond; Lester Fielding, Hartsburg; C. O. Snedeker, Ipava; J. H. Zink, Kasbeer.

Vern L. Marks, Kempton; A. E. Foster, Ladd; F. W. Hill, and R. E. Wright, Leland; Louis Paulus, Lincoln; Chas. Gingerich, Loda; J. E. Abney, Lowder; R. M. Hodam, Ludlow; C. G. Sparks, Mackinaw; R. A. Ewing, Malden; Carl F. Carlson, Manlius; J. E. McCreery, and Mr. Allison, Mason City; J. H. Schumacher, Mazon; F. A. Bricker, Mechanicsburg; Harold J. Freehill, Melvin; Marvin J. Schlesinger, Mendota; Arthur J. Walters, Milford; Geo. S. Larrick, Milmine; Roy H. Jones, Monticello; W. H. Allen, Morris; H. A. Gunther, Morton; O. E. Martin, Mt. Pulaski; C. A. Stout, Moweaqua; C. R. Louie, New Berlin; Roy C. Bates, Normal; James McMahon, Ocoya; W. A. Kinnett, Orleans; Thos. Woolston, Owanecko; Carl Porter, Pekin; Jos. A. Henebry, Plainfield; Carl Weakley, Prentice.

C. J. Roseman, Randolph; E. H. Rieke, Reddick; Harry Emery, Roanoke; D. Roudeshush, Roseville; G. V. Scott, Royal; W. E. Munson, Savoy; E. E. Bumpus, Saybrook; G. S. Greer, Seaton; A. J. Torri, Seatonville; F. W. McKee, and J. D. Worsham, Sheldon; Grant Burdick, Speer; J. G. Andrews, Spires; E. J. Olson, Standard; Otto F. Young, Stonington; Elmer Goll, Strator; Glenn D. Marshall, Stronghurst; R. F. Nelson, Tampico; J. A. Bridson, Thawville; Ben H. Carius, Tremont; Harry Taake, Troy.

V. O. Way, Virden; Irvn Meyer, Warsaw; J. A. Little, Weedman; W. W. Luhring, Weston; J. H. Fuller, Winchester; Homer J. Gibb, Wing; I. R. Titus, Woodhull; S. Oliver Gray, Woodland; Frank E. Barkley and W. S. Gray, Yorkville.

### International Wheat Conference

At the third meeting of the international wheat advisory commission at London Jan. 29 more drastic proposals were offered, in a confidential report drawn up by delegates of 15 nations, including a minimum price fixing scheme.

To comply with the earlier agreement the United States, according to Chester C. Davis, farm administrator, must reduce its acreage a further 5,422,000. The commission will reassemble at Rome Apr. 5.

### Farmers Discover They Are Paying the Processing Taxes

Senator Arthur Capper of Kansas read before the agricultural com'te recently a resolution from hog farmers of Smith County, Kans., asking that the processing tax be removed as "an act of mercy," since it was being passed back to them.

When the wheat processing tax went on in July, 1933, the millers had to drop their wheat buying price 30 cents to sell flour to consumers at the old price, which they did.

In Montreal, Canada, where there is no processing tax, hogs are selling at \$9.85 per 100 lbs., against \$4 in Chicago. Reduced to gold this is only \$2.40 in Chicago, and \$5.72 in Montreal.

Over-regulation or taxation of commerce seldom attains the end sought.

Fertilizer freight rates are to be fixed on the basis of 22½% of first class freight rates, by order of the Interstate Commerce Commission, effecting a reduction.

Corn borer work is granted an appropriation of \$30,411, for the coming fiscal year, against \$40,000 for the current year, in the budget as presented to the president. This inspection racket has cost the taxpayers many millions.

Federal compulsion might be used to curtail the wheat crop if a majority of the producers already signed up favor it, said C. C. Davis, administrator, Jan. 29. The wheat farmers will greet this autocratic restriction with loud hazzas. Just watch them.

### Country Elevator Code Progress

By GEORGE E. BOOTH, Chicago, Chairman Code Com'te.

Bringing together the varied interests of the country grain trade, line houses, independent elevators, farmers elevators and subsidiaries of the Farmers National Grain Corp., on a common ground for drafting a code of trade practice fair to all, was an almost impossible task.

The com'te selected represented each classification of the country grain elevator business. The code was necessitated by government formation of the Agricultural Adjustment Administration, and the National Recovery Administration. Grain handling is affected by both, and the formulated code had to satisfy both.

The purpose of the AAA is to bring higher prices to the farmer. The AAA is indisposed to favor anything which will increase the margins taken by the grain trade. The purpose of the NRA is to reduce working hours and increase wages for labor. So the trade is inevitably faced with increased costs.

On Jan. 9 a code came from Washington. But it was a disappointment. In four or five major features it was materially altered from the code presented. The principal objections to the code that was offered to us are:

It left out of the definition of the country grain buying business the provisions that would include truckers and scoopers and make them abide by the same regulations to which the elevator trade is subjected. We were told it was not within our province to regulate any other industry, and truckers had a code of their own.

The majority of our industry wants exemption on weekly hours in towns of 2,500 or less. The code offered 48 hours per week, averaged over six months, and 40 hours per week averaged in two 90-day periods. We are insisting on complete exemption in small towns and 48 hours averaged in two 6-month periods.

The administration has considered \$35 or more a week an executive's salary. We want this reduced to \$25 per week. Many co-operative and line company managers get no more and unless exempted they would be bound to the hours of the code. Binding the elevators down to hours would increase costs and cause loss of business, because farmers demand that the elevator be available for business at almost all hours.

Two of the paragraphs in the code that was returned required that the elevator fill out many forms and constantly report to the code authority and the administration. We objected to so much reporting as burdensome.

Many have felt that the trade practices part of the code would guarantee them profits. This does not fit in with the ideas of the administration. The purpose of the administration is that the trade should contribute rather than be blessed with contributions. While we were not permitted to establish margins, we have been permitted provisions prohibiting buying of grain with an intentional merchandising loss, and prohibiting such flagrant abuses as free storage and all forms of rebates.

Forty-six country elevator ass'ns are represented in the National Federation of Country Elevator Ass'ns, which will have charge of enforcement. Enforcement will be thru a system of authorities, extending from the national body down thru regional, state, and district com'tes. The Sec'y of Agriculture is the final authority.

Regardless of whether a country elevator wants to belong to its ass'n, it will come under the code, just as it does under any other law of the land, and will have to bear its just proportion of the administering expense.

Expense of government in the United States increased 355 per cent from 1913 to 1933.

The corn-hog contract was extended from 5 to 10 years Jan. 29 by A. A. Black, chief of the corn-hog section of the AAA. Why not eternity?



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## CANADA

Marmora, Ont.—The Pearce Co.'s large stone grist mill here, operated by G. B. Airhart, burned recently; loss, about \$18,000.

Olderton, Ont.—A recent fire at the Olderton Farmers Co-op. Co.'s elevator damaged the engine room to the extent of about \$2,000. The prompt arrival of the fire department saved the elevator from destruction.

Port Arthur, Ont.—One of the first grain treating and cleaning plants at the head of the lakes, the old wooden National Elvtr. Co.'s house on King St., is being wrecked. It has not been used for the last two years.

Ft. William, Ont.—Elvtr. "K," capacity 65,000 bus., the parent grain handling plant of the N. M. Paterson Grain Co., is being dismantled and taken down. The wooden structure was erected in 1912, and has not been used since 1927.

New Westminster, B. C.—This port may have another 1,000,000-bu. terminal elevator, if present plans materialize. The Dominion Government is reported to be willing to advance the necessary funds, or to guarantee the bonds, with the understanding that the plant when completed be leased to responsible firms which would guarantee sufficient rent, over a period of years, to take care of interest and sinking fund.

Vancouver, B. C.—The United Milling & Grain Co., Ltd., the incorporation of which was reported in the Dec. 27 Journals, is made up of five of the older men of the former Vancouver Milling & Grain Co., Ltd., which was closed late in November by Spillers, Ltd., as previously reported. The new company is handling a general feed and flour line and has many of the connections of the old firm. The directors are: R. A. Higginbottom, E. Stone, G. Ayling, H. Seidelman and J. L. Vallie.

## COLORADO

Otis, Colo.—J. T. Chilcoat, former manager of this elevator, is no longer connected with the R. E. Chilcoat Grain Co., and we are connected in no way with his track buying.—R. E. Chilcoat Grain Co., M. K. Leadbetter, Mgr.

## ILLINOIS

Wilmington, Ill.—We plan to install an overhead truck lift.—J. C. Luther.

Moweaqua, Ill.—The Moweaqua Farmers Elvtr. Co. plans to install a truck lift.

Hildreth, Ill.—Brocton Elvtr. Co. is rebuilding the elevator that burned recently.

Odell, Ill.—The roof of the north Quaker Oats Elvtr. was damaged in the gale of Jan. 28.

Leonard (Gilman p. o.), Ill.—The Farmers Elvtr. Co.'s elevator here was closed two weeks ago.

Manteno, Ill.—The Farmers Elvtr. Co. contemplates getting into the feed manufacturing business.

Tuscola, Ill.—The Tuscola Co-op. Co. is reported as planning to put in feed grinding equipment.

El Paso, Ill.—The El Paso Elvtr. Co. is covering the east elevator with metal in order to get a reduced insurance rate.

Naples, Ill.—The Continental Grain Co. has bot the elevator at this point and will operate it for barge transfer service.

Mt. Morris, Ill.—Clayton Parkinson has resigned as manager of the Mt. Morris Elvtr. Co.'s elevator, on account of poor health.

Pekin, Ill.—Completion of a new still at the American Distillery Co.'s plant increases the daily capacity to 12,000 bus. of grain.

Aurora, Ill.—John Herren and L. N. Herren have opened the Midwest Feed Co. here, doing a wholesale and retail business in feeds.

Triumph, Ill.—The Triumph Farmers Elvtr. Co. plans to paint its elevator with aluminum paint this summer, and install another steel grate.

Clifton, Ill.—A plan is being submitted, it is reported, to re-organize the elevator business of R. R. Meents & Sons here, the firm to continue as a corporation.

Mendota, Ill.—By breaking one of the office windows, thieves entered the Farmers Elvtr. Co.'s elevator recently, but they got no booty for their trouble.

Peoria, Ill.—Construction work is expected to start Mar. 1 on the Farmers National Grain Corp.'s new elevator. It will be equipped with legs for loading and unloading barges.

Clifton, Ill.—The Clifton Grain Co., owned by Fred Stout and D. W. Jones, has put in a stock of lumber to serve the farmers of the community since the former lumber handlers quit business.

Nokomis, Ill.—A grain storage house of 15,000 bus. capacity has been completed by the Barnstable-Schaper Feed & Supply Co., Inc., at the rear of its feed store. A regular elevator business will be conducted.

Rumpler (Ogden p. o.), Ill.—Joe Blair, former manager of the Farmers Elvtr. Co.'s elevator at Colfax, Ill., has been appointed manager of the Farmers Co-op. Elvtr. Co.'s elevator at this point, succeeding Robert R. Short.

Mt. Pulaski, Ill.—Nicholas Hubbard, who operates an elevator here and who is a former pres. of the Illinois Farmers Grain Dealers Ass'n, is circulating petitions as a Democratic candidate for state representative.

Mattoon, Ill.—W. H. Bosley called on us today to renew our subscription to Grain & Feed Journals Consolidated.—Mattoon Grain Co. Mr. Bosley has no authority to represent Grain & Feed Journals Consolidated in any capacity.

Peoria, Ill.—The Rosenbaum Grain Co., of Chicago, opened a cash and futures office here on Feb. 2, with W. Topf and B. E. Wrigley in charge. Quotations on grains, stocks, provisions, etc., will be made available thru the installation of a private wire.

Grand Ridge, Ill.—The Grand Ridge Co-op. Co. has installed a Western Anti-Friction Boot in one of its elevators, and contemplates overhauling the electric power and installing anti-friction bearings thruout in its north elevator. L. L. Seago is the manager.

Elgin, Ill.—The Elgin Flour & Feed Co.'s warehouse was discovered to be on fire at 6 p. m., Feb. 3, believed to be the work of an incendiary; loss, estimated at \$800; but little damage was done to the building, the principal loss being to hay that was stored in the warehouse.

Milmine, Ill.—The office safe was taken from the Co-op. Grain Co.'s elevator one night last month, the night prowlers gaining entrance by breaking a door. The following day the safe was found about two miles from town, with \$30 missing but valuable papers left intact.

Morrisonville, Ill.—Michael Murphy,\* employed at the Morrisonville Farmers Co-op. Elvtr. Co.'s elevator, was killed instantly Feb. 1 by a freight train while walking on the right-of-way. He was returning from lunch and was walking with his head down, apparently pre-occupied.

Ashkum, Ill.—Our safe which was blown a few weeks ago was so badly damaged that we could not repair it, as the large doors had holes of about 8 inches across blown in them and the inner doors were completely blown off. The papers were not damaged but scattered over the floor. Pieces of the doors were blown thru the windows and one desk was broken where the heavy pieces of the door struck it. The wall was also full of holes where parts of the safe struck it.—C. H. Comstock Co., B. C. Wallace, mgr.

Arlington, Ill.—The Arlington Grain Co. recently bot one of the buildings left vacant by the Simpson Lbr. Co. and is using it for coal.

Maxwell (Waverly p. o.), Ill.—W. R. Turnbull's elevator here burned at about 7 p. m., Jan. 17, the cause believed to have been a spark from a locomotive; loss estimated at several thousand dollars; partly insured; 9,000 bus. of wheat burned also. Mr. Turnbull's son, Morris, operated the elevator.

Ashkum, Ill.—Gaining entrance thru a window, thieves visited the office of the Farmers Elvtr. Co. during the night of Jan. 11 (the same night the C. H. Comstock & Co.'s office was entered, reported in the Journals last number), and the goods and papers were thrown about, nothing apparently was taken.

Kempton, Ill.—Offices of the Kempton Grain Co. and also of the Otis J. Bear Grain Co. were entered by burglars during the night of Jan. 11. A strong box was taken from the former and was later found along the highway east of Kempton. A small amount of change was taken from the Bear Grain Co.'s office.

Pekin, Ill.—The new concrete elevator of the Pekin Farmers Grain Co., replacing the fire loss of November, will be 48 feet long, 36 feet wide and 98½ feet high, capacity, 60,000 bus. It will have a corn sheller at each end, two air hoists for the average-sized trucks and an electric hoist for the giant-sized trucks. The Eikenberry Const. Co. has the building contract.

Springfield, Ill.—Stricter regulation and higher taxes for trucks and buses are on the legislative program of the special session of the legislature. Bills have been drafted by the Illinois Commerce Commission to place contract carriers as well as common carriers under the jurisdiction of this commission to fix minimum rates of tariff and to govern operating conditions. All merchants affected by truck competition will watch these bills.

## CHICAGO NOTES

Harris, Burrows & Hicks have just moved to 135 S. LaSalle St.

Board of Trade memberships are selling for \$9,400, an increase of \$150 over previous sales.

The Rogers Grain Co. has decreased its capital stock from 1,500 shares to 250 shares, and decreased the number of directors from 5 to 3.

Fred H. Clutton, William B. Bosworth and Charles V. Essroger have been appointed sec'y, assistant sec'y and treas., respectively, of the Board of Trade.

Friends of J. P. Griffin, a partner in J. S. Bache & Co. and a past pres. of the Board of Trade, will be glad to learn that he is recovering from his recent breakdown.

Irving E. Wright, retired policeman who was a guard at the exchange door of the Board of Trade for over 40 years, died Feb. 6, after a long illness, at the age of 82 years. He was pensioned by the Board of Trade several years ago. His wife died only a month ago. Three sons survive him.

The Grain Market Analysts Club held a well attended meeting in the Hamilton Club, Grand Ball Room, on Jan. 30, and was addressed by Dr. Melchoir Palyi, of Berlin, on the depression and the efforts of different nations to recover prosperity. Dr. Walter Lichtenstein, of the First National Bank, presided.

New members of the Board of Trade include: Abel J. Baker, of Grand Rapids, Mich.; Lewis J. Stern and Emil J. Roth, of New York City; Herbert S. Easton, of London, Ont.; Walter F. Burgess and Daniel J. Devereux, of Chicago; Howard I. McMillan, of Minneapolis; Albert L. Eggert, of Mapleton, N. D.; George V. Vincent, of Liverpool, England.



E. A. Crawford, who was blamed for the toboggan slide in prices last summer, due to his wheat and cotton operations, recently appeared before a com'te of the Board of Trade, which is making a special investigation of conditions prevalent at that time. Crawford is said to have represented himself to the com'te as the victim of the crash rather than the cause.

Due to the recent increase in the number of directors from 15 to 24, Board of Trade members have voted amendments to some of the rules of the exchange, as follows: That 14 members of the board of directors shall constitute a quorum instead of 10; that a two-thirds affirmative vote at an attendance of 18 directors is necessary before emergency regulation of price fluctuations is possible.

The fourth lecture of the series being given under the auspices of the Ass'n of Grain Commission Merchants, will be given Mar. 1, in Room 300, Board of Trade Bldg., at 3 p. m., by Dr. Ivan Wright, whose subject will be "What Is the Relationship Between Business Fundamentals and Grain Prices?" Dr. Wright is dean of the School of Commerce, University of Illinois, and is well versed in his subject.

The resignation of Harold A. Abbott as vice-pres. and manager of the feed department of the Albert Dickinson Co., of this city, has been announced. Mr. Abbott, who is a former pres. of the American Feed Mfrs. Ass'n, has been associated with the Dickinson Co. for 36 years, and it was he who started the company's feed department 31 years ago. J. C. Curry, in charge of purchasing, will now have charge of the feed department also.

Timothy J. Kiley, chief grain inspector, in the 16th annual report on the grain inspection at Chicago and East St. Louis, gives a detailed statement of the number of cars inspected each month of each kind of grain, as well as the number of truckloads inspected. At Chicago during the year 4,874 trucks were inspected, containing a total of 1,257,006 bus. of grain, the fee being 25c per load. After taking charge of the work Mr. Kiley abolished unnecessary positions and within the five months beginning with Feb. 1 and ending June 30 showed a saving of \$22,262.27.

John J. Murphy was elected pres. of the Chicago Cash Grain Ass'n at the annual election of that body Jan. 29, preceded by a sumptuous banquet at the Standard Club, arranged by M. L. Vehon, the retiring president, who refused re-election to any post because of an extended journey he plans on the ocean thru the Panama Canal, with stops at the West Indies, etc. Wm. H. McDonald, formerly federal grain supervisor, was named vice-pres., and Frank Haines re-elected sec'y-treas. New directors are: Roland McHenry, William Page, Lewis T. Sayre, Jimmy Skidmore, Alec Kay, Ed Doern and Cliff Curry.

C. E. Huff, pres. of the Farmers National Grain Corp., has renewed the fight, considered settled, between that corp. and the Board of Trade, having filed a suit in the U. S. Supreme Court asking it to sustain a 60-day suspension order imposed on the local Board of Trade in 1932, and suggesting that the order should only be mitigated, if at all, by the Board of Trade paying to the Farmers National several hundred thousand dollars, representing what it claims as extra costs of operation during the time the Farmers National was not admitted to clearing house privileges. The Board of Trade has since admitted the Farmers National to the clearing house.

John R. Mauff was given judgment against Arthur W. Cutten for \$10,000 in his suit to recover \$50,000 for services rendered as a propagandist to obtain changes in the rules of the Board of Trade for the protection of holders of warehouse certificates. Mr. Cutten had suffered loss several years ago by reason of corn owned by him going out of condition in the public warehouses, the law placing the burden of loss on the owner and not on the warehousemen. The elevator operators since have voluntarily for the benefit of buyers of grain for future delivery in the pits assumed responsibility for the grain in their bins, virtually guaranteeing the quality, altho the corn may go out of condition thru no fault of theirs. Mr. Cutten denied that he employed Mr. Mauff during the period claimed, 1929 to 1933, and will appeal from the judgment.

## INDIANA

La Fayette, Ind.—The Ralston-Purina Co. has installed a 262-h. p. engine in its soy bean mill.

Lapel, Ind.—William Clifford is now manager of the Standard Elvtr. Co.'s elevator at this point.

Haubstadt, Ind.—The office safe at the Ziliak & Schaefer Milling Co.'s plant was robbed Jan. 30.—H.

Mt. Vernon, Ind.—Burglars entered the office of the Farmers' Elvtr. Co., but got little of value.—W. B. C.

St. Louis Crossing, Ind.—Fire recently caused slight damage to the shingle roof of the office of the Standard Elvtr. Co.—H.

Boggs town, Ind.—Lynn C. Burnside, grain elevator operator here, died Jan. 24, at the age of 67 years, after an illness of three years.

Stockwell, Ind.—Charles S. Anderson has resigned as manager of the Lauramie Grain Co. His place has been taken by Charles E. Yourat.

Geneva, Ind.—The Geneva Milling & Grain Co. has replaced its old oil engine with a 75-h. p. Buckeye Model E full-diesel multiple-cylinder engine.

Greensburg, Ind.—The Garland Mills have installed a complete metal dust collection system and are also pyrolyzing their bearings on main drive shafts.—H.

Hammond, Ind.—The Nowak Milling Co. is seeking a new site, as the newly formed Hammond Distilleries, Inc., of which Mr. Nowak is pres., will use the milling company's present location.

Evansville, Ind.—Henry Bender, Sr., 67 years old, owner of the Bender Feed Co. here and father of 12 children, is dead. He was widely known to the grain and feed trade in southern Indiana.—W. B. C.

Mongo, Ind.—John Ryan, who was manager of the Home Grain Co.'s elevator at South Milford for several years, has purchased the elevator here from William H. Menaugh and will move to this point Apr. 1.

Indianapolis, Ind.—New members recently added to the rolls of the Indiana Grain Dealers Ass'n are Miller Grain Co., Greencastle; Edgerton Grain & Coal Co., Edgerton; Nora Grain & Coal Co., Nora, and the Co-op. Elvtr. Co., Winamac.

Indianapolis, Ind.—Condemning the tax as unfair and confiscatory, the board of directors of the Associated Retailers of Indiana has requested the repeal of the state gross income tax, asserting that the state's retail industry finds itself burdened with a total tax load from 100 to 300% greater than at any previous time and that the load is created by "excessive governmental activities and in indulgences."

South Milford, Ind.—Lester Long, formerly operator of the Mongo, Ind., elevator and recently with the LaGrange County Farm Bureau, has been appointed manager of the local elevator of the Home Grain Co., whose headquarters are at LaGrange.

Walton, Ind.—We installed a one-ton feed mixer recently, also a Western gyrating cleaner. One new 5-h. p. G. E. Motor was installed to run the feed mixer. The feed mixer has done a lot to increase our feed business. The farmers like it.—Walton Elvtr. Co.

Linton, Ind.—On Jan. 24 a fire originating in the basement of the elevator of the Home Loan and Savings Ass'n (that elevator being operated by Central States Elvtr. Corp.) from unknown cause damaged the building and also stock owned by the Green County Farm Bureau Co-op. Ass'n.

Decatur, Ind.—The Reed-Mac Feed & Supply Co., formerly known as the Reed Elvtr. Co., opened up in new quarters, on Jan. 25, formerly the old Holthouse Garage Bldg. The owners of the business are Jared J. Reed and J. H. McMaken. The firm manufactures a line of feeds and also wholesales seeds and flour.

Boonville, Ind.—W. H. Bradley, of this city, who recently relinquished control of the Brown-Milling Co., Evansville, and became associated with his son, Paul, in the operation of the Elkhorn Mill in this city, is in the market for yellow corn. He says business conditions are better than a month ago.—W. B. C.

Sims, Ind.—Arthur W. Haycock, a grain dealer here for the past 30 years, died on Jan. 22, at the home of his son, Bruce Haycock, in Converse, where he was taken after suffering a stroke of paralysis eight weeks before. Mr. Haycock, who was 77 years of age, is survived by his son and grandson. His wife died two years ago.

Markleville, Ind.—Vern Slaughter, who has been manager of the Emporia elevator for several years, has been appointed general manager of the Markleville and Emporia elevators of the Markleville Elvtr. Co., headquarters at this point. C. K. Hankins, who has been the manager of the Markleville elevator since 1920, resigned recently.

Elwood, Ind.—The elevator of the Jay Grain Co., which has been in the hands of a receiver for some time, has been sold to John D. Keifer, owner of the Keifer Feed & Supply Co., also operating here. The sale has been approved by the court, and the new owners will operate the plant in connection with their own business, J. Simon Keifer, nephew of John D. Keifer, being manager. J. D. Higbee, receiver for the Jay Grain Co., has been authorized to pay out 65% on all claims of the company, and it is believed that later an additional 20% may be paid.



*The*

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Poneto, Ind.—William R. Smith, of the grain elevator firm of William M. Engeler & Co., died quite unexpectedly at his home here on Jan. 24, following a heart attack. Mr. Smith, who was 60 years of age, was a lifelong resident of this county. He is survived by his widow and a married daughter. The large attendance at his funeral services proved the esteem in which he was held in his community.

Evansville, Ind.—A series of meetings for farmers to discuss garlic control were arranged in southwestern Indiana by C. E. Skiver, Purdue wheat specialist, who for several years has been devoting himself to garlic eradication in southern Indiana counties. Skiver points out that there has been more progress in garlic control this winter than in the past 20 years because the weather was favorable for winter plowing.—W. B. C.

Indianapolis, Ind.—Effective Jan. 15 the State Department conferred full police powers on motor vehicle inspectors of the Public Service Commission and these inspectors started a campaign to enforce laws regulating commercial motor vehicles on Indiana highways. The commission has deputized more than 100 employees to enforce the truck size and state laws. Grain dealers should fully co-operate with the state authorities and report violations whenever found.

A number of Indiana elevators and mills are installing lightning rod and lightning protection systems and taking advantage of the insurance savings offered by this protection, among them being: Charles Nunn & Sons, Evansville; Fuhrer-Ford Milling Co., Mt. Vernon; Ziliak & Schaefer Milling Co., Haubstadt; Schultz Bros., Elberfield; Oakland City Milling Co., Oakland City; Boonville Mill & Elvtr. Co., Boonville; John Nordmeyer, Morris; F. B. Moorman & Sons, Batesville; John H. Schafer, Columbus; Garland Milling Co., Greensburg; Bundy Bros., Vallonia and Medora; Heise Bros., Orleans; Frank A. Haas, Schnellville; Victoria Mill & Elvtr. Co., Jasper.—H.

## IOWA

Emmetsburg, Ia.—James Hogan has installed a new grinder.

Lime Spring, Ia.—The Huntting Elvtr. Co. has been succeeded by the Farmers Elvtr. Co. at this point.

Hopkinton, Ia.—R. E. Lux, manager of the Lux Poultry Feed Milling Co., has rebuilt its driveway.

Morrison, Ia.—The Farmer's Co-op. Elvtr. Co. has added a single corn crib to its outbuildings at this station.

Roland, Ia.—C. B. Johnson Elvtr. Co. has repaired, repainted and generally rehabilitated its north elevator here.

Webster City, Ia.—Thieves who entered the Farmers Grain Co.'s elevator office recently were rewarded by a booty of 21 cents.

Yale, Ia.—The Yale Shipping Ass'n has been taken over by the Farmers Elvtr. Co., which will handle the business in the future.

Popejoy, Ia.—White & Ackerman recently moved into their new office quarters and are well fixed to handle business.—A. T.

Ralston, Ia.—We have re-organized our company as a co-operative.—L. C. Nicholson, Mgr., Farmers Co-op. Ass'n [formerly Farmers Elvtr. Co.].

Kincaid, Ia.—After undergoing a complete overhauling, the Kincaid Flour & Feed Mill is in operation under its new owner, Fred M. Caldwell.

Churdan, Ia.—Walter Reynolds, formerly connected with M. E. Blazer here, will manage the Farmers Elvtr. Co.'s elevator at this point.—A. G. T.

Superior, Ia.—The safe was damaged by thieves who broke into the Farmers Elvtr. Co.'s office late in December, but no money was stolen.

Tipton, Ia.—O. A. Gable, manager at Toronto, Ia., for F. Mueller & Sons, has been transferred to this point, where the firm has opened a new place of business.

Neola, Ia.—Altho definite information is lacking, it is rumored that the Dawson Grain Co. has purchased the Quaker Oats interests here and will consolidate the two elevators.

Cartersville, Ia.—Chris Adams, manager of the Farmers Supply Co., broke a bone in his foot a short time ago and at last report was coming along fairly well, altho slowly.—A. G. T.

Toronto, Ia.—Otis Gable is in charge of the F. Mueller & Sons elevator here for the present, his father, O. A. Gable, who has been the local manager, having been transferred to Tipton.

Sioux City, Ia.—The following officers were elected at the annual meeting of the Sioux City Hay Exchange: Pres., C. A. Burgeson; vice-pres., E. A. Fields; sec'y-treas., H. W. Milligan.

Klemme, Ia.—During the enforced absence of A. L. White, manager of the Klemme Co-op. Grain Co.'s elevator, who is in a hospital in Hampton, Glen Bridges has charge of the business.

Des Moines, Ia.—H. A. Taylor has opened a warehouse here, where a wholesale and retail feed business will be done. H. N. Evans has been placed in charge of the warehouse.—Art Torkelson.

Alexander, Ia.—Local elevator is to be iron clad in the spring and new truck lift installed. New scale was installed late last fall. Shipments are running 400% ahead of last year.—Schulte Grain Co.

Newhall, Ia.—Otto Kaeberle, who operates elevators at Newhall and Van Horne, has received the appointment of the office of corn sealer in this and surrounding four townships. All corn sealing terminates Mar. 1.

Sioux Center, Ia.—Dick E. Vanderberg's elevator also that of the Farmers Co-op. Society were visited by burglars during the same night late in the year and the safes forced opened. At the Vanderberg elevator \$25 was stolen.

Estherville, Ia.—The H. N. Jensen & Sons Co. has installed additional machinery and is putting out a new line of breakfast foods and flours. The new equipment includes a cleaner, scouring machine, French stone burr and a purifier.—Art Torkelson.

Struble, Ia.—The Farmers Elvtr. Co.'s elevator here was entered during the night of Jan. 27 and robbed of about a dozen 50-pound bags of flour, entrance being gained by forcing a door on the side of the elevator next to the railroad tracks, where some box cars afforded a screen for them.

Davenport, Ia.—Fire, starting on the top floor of the Western Flour Mills when friction from a slipping belt ignited dust accumulation, did damage estimated at from \$15 to \$20, on Jan. 13, and damages to stock from water from an automatic sprinkler system amounted to several hundred dollars.

Corwith, Ia.—Suit has been instigated against the board of directors of the Farmer's Elvtr. Co. of this place by the holders of the first mortgage. The elevator burned in November, and the company insuring the risk has failed to make settlement on the grounds that the fire was of questionable origin.

Quimby, Ia.—The Weart & Lysaght elevator, the first to be constructed here, is being taken down, its present owners now using a more modern elevator. During its 46 years of existence the elevator has been in constant use, tho under various ownerships. Ralph Rhode has been local manager for approximately 25 years.

Exira, Ia.—Robert L. Miller has taken over the elevator at this point from B. O. Beadle (who operates elevators at Atlantic, Drayton, Lewis, Hancock and Kimballton); this was the former H. Bornhold Elvtr., bot by Mr. Beadle last fall. Mr. Miller handles feed and seed, in addition to grain, and contemplates installing a hammer mill.

Essex, Ia.—Good Bros., headquarters Hamburg, Ia., operators of a line of elevators, have bot the elevator of Turner Bros. at this point, also operators of a line of elevators. Anton Peterson will continue as manager of the local house, and Jack Good, son of one of the Good brothers, will be connected with the elevator.—Art Torkelson.

Iowa Falls, Ia.—The Farmers Elvtr. Co.'s office was entered during the night of Jan. 16, but the thief was evidently frightened away before he completed his work of breaking into the safe, for it showed no signs of having been tampered with and a sledge hammer, stolen from the Rock Island tool shed, was found outside the door of the office.

Essex, Ia.—Dibb Milling Co., incorporated; capital stock, 150 shares of Class A common par value \$100 each, 150 shares of Class B common par value \$100 each and 200 shares of 7% cumulative preferred of \$10 each; officers: R. O. Dibb, pres.; E. R. Holland, vice-pres., and P. L. Dibb, sec'y and treas. R. O. Dibb recently purchased the Essex Mill & Elvtr. Co.'s plant, as reported in the Jan. 10 Journals.

Fort Dodge, Ia.—Those in attendance at the Iowa Farmer's Grain Dealers Ass'n convention at this place, received a mild scare as a fire alarm was turned in on one of the principal hotels where many were quartered. The damage was very small, however, and outside of some exits to the street, the morale and routine of the convention was not shaken. This occurred about 9:30 p. m. on Wednesday evening, Jan. 24.

Tama, Ia.—Robert Beale, of N. S. Beale & Son, recently had a serious auto accident west of town, while returning from the firm's Gilman elevator. He ran into a low wagon which contained a buzz saw and engine, the outfit weighing about 5,500 pounds. His legs, nose and one knee cap were broken and the bones in one foot badly splintered. He was taken to the Deaconess Hospital at Marshalltown, where he is confined, and at last reports showed very marked improvement. His many friends wish him a speedy recovery.

Farnhamville, Ia.—Lee Davis, of the Lee Davis Grain Co., which operates an elevator here, and his wife celebrated their 53rd wedding anniversary on Jan. 20. Their descendants are five children, 13 grandchildren and two great grandchildren. Previous to organizing the Lee Davis Grain Co. in 1930, Mr. Davis was connected with the Davis & Milligan firm at Scranton, Ia., which sold to the local Farmers Elvtr. Co. Mr. Davis is also an ex-pres. of the Western Grain & Feed Dealers Ass'n.—Art Torkelson, with Lamson Bros. & Co.

Doon, Ia.—Al Houks, manager of the Farmers Elvtr. Co., was held up at the elevator office, at 1:30 p. m., Jan. 25, by two robbers. One of the men entered the north door of the office while Houks was alone and with his back to the door, and at the point of a gun ordered Houks to hold up his hands. Instead, Houks struggled with the man, secured his gun and fired one shot without effect, when the other man entered from the south door and struck him back of the head, laying him out for several hours. The thieves got away with about \$300. Houks was found two hours later, still unconscious. Just the night before, a radio was stolen from the office.

## KANSAS

Pittsburg, Kan.—B. C. Christopher & Co. have opened an office here.

Paola, Kan.—The Buchman Seed & Feed Co. sustained slight damage to its electrical equipment recently.

Sabetha, Kan.—Alex & Joseph Wenger, operators of a feed mill, contemplate installing an oat huller in their plant.

Kansas City, Kan.—Nutrena Mills, Inc., is the new name of the former Nutrena Feed Mills, Inc. The company operates a large elevator.

Spearville, Kan.—The Farmers Elvtr. Co. has completed installation of a hammer mill in its elevator, power being furnished by a 25-h.p. motor.

Iola, Kan.—The Cox Grain Co. offices have been moved from the Mittelbach Bldg. to quarters in the Northup Bldg., which have been remodeled and redecorated.

Hudson, Kan.—The Stafford County Milling Co. is constructing a wooden storehouse, to be 21x28 feet, to be used for the storage of screenings, just south of the company's storage tanks.

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Fire Insurance Co.**  
Hubbell Bldg. Des Moines, Ia.  
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Our Expense for Immediate  
Protection on  
Elevators—Grain—Dwellings  
Lumber Yards—Merc. Property

**Stratton Grain Company**  
ST. JOSEPH, MO.  
Southwestern Wheat and Corn  
Operating Stratton Elevator  
2,000,000 Bus. Capacity



Concordia, Kan.—The Farmers Mill & Elevator Co. is installing a new dump at its elevator, capable of accommodating the largest trucks. It was necessary to enlarge the driveway to make the installation.

Vaughan (Rush Center p. o.), Kan.—The Conklin Co-op. Co., of this place, declared its regular 8% dividend at its recent annual meeting, the year's business showing a net profit of over \$4,000. R. R. Prosch is manager.

Bogue, Kan.—Thieves entered the flour room of the Shellabarger Mill & Elevator Co.'s elevator, gaining entrance by filing off a padlock, Saturday night, Jan. 6, and stole ten 48-pound sacks of flour. Feed and meal was not disturbed.

Englewood, Kan.—Resigning his position here as manager of the Farmers Elevator Co.'s elevator, Lewis Hopkins has returned to Protection, Kan., as manager of the Co-op. Supply Co.'s elevator, where he was employed before coming to Englewood.

Vesper, Kan.—Samuel D. Brumbaugh, manager of the Morrison Grain Co.'s elevator here, died at the Ellsworth Hospital Jan. 14, after an illness of several weeks. He lived in this town and bot grain here for over 40 years. He was 65 years of age.

Cawker City, Kan.—Ralph W. Dockstader, father of the late N. R. Dockstader, has taken over the latter's elevator at this point, operated as the N. R. Dockstader Grain Co., and will continue its operation. Gus Smith is still managing the business, for the present at least.

Protection, Kan.—Lewis Hopkins, former manager of the Farmers Elevator Co.'s elevator at Englewood, Kan., has been appointed manager of the Protection Co-op. Supply Co.'s elevator, succeeding J. D. Grove, resigned, who has been manager for nine years. Before going to Englewood, Mr. Hopkins was employed at the local elevator for four years.

Topeka, Kan.—One of our directors advises us that party claiming to represent some claim and traffic organization was claiming to render super-service in the collection of claims. He put up some cock and bull story. He presented contract for signature and incidentally demanded \$100 in advance for service to be performed. Should this party call on you, ask him whom he represents, secure a copy of the contract and send it to this office.—E. J. Smiley, Sec'y Kan. Grain Dealers Ass'n.

Coffeyville, Kan.—The referee in bankruptcy finally confirmed the Dec. 28 sale of the properties of the Rea-Patterson Milling Co. to the Sweetheart Flour Co., which, as reported in the Journals previously, was formed to buy the properties and which issued preferred stock to all the creditors of the Rea-Patterson Co., who assigned their claims to the new company. The properties include a concrete elevator of 360,000 bus. capacity, an iron-clad elevator of 75,000 bus., a line of country elevators, two flour mill units, of 600 and 1,200 barrels capacity, a feed mill plant, and a 200-barrel corn mill. J. H. Keith is pres. of the Sweetheart Flour Co. and D. A. Willbern is general manager.

Susank, Kan.—Two damage suits, totaling more than \$13,000, have been filed against John L. Leo and A. A. Redetzke, partners in the Redetzke Grain Co. here, the complainants being Charles Sellens and Charles Elliott. Sellens alleges that the defendants entered into an oral contract with him, stipulating that Sellens was to deliver his wheat to them; that upon demand the defendants were to pay him the then prevailing price for the grain; that on last June 12 he delivered his wheat and demanded 98 cents a bu., which the defendants refused to pay. Sellens is also suing for the balance due on a note made to Leo Radetzke. Elliott's suit involves a similar oral contract with the defendants and their refusal to pay at the market price.

## KENTUCKY

Lexington, Ky.—Amended articles of incorporation have been filed increasing the capital stock of the Blue Grass-Elmendorf Grain Corp. to \$25,000.

### OUR LOUISVILLE LETTER

Reese H. Dickson, pres. Kentucky Public Elevator Co. and active in civic work, has retired as pres. of the Board of Park Commissioners.—A. W. W.

Warren C. Callahan, treas. of the grain firm of Callahan & Sons, died Jan. 23 at the Jewish Hospital, this city, after an illness of more than two years. He had been given 63 blood transfusions. He engaged in the grain business here with his father, James Callahan, in 1893. He is survived by three brothers and three sisters.

A public hearing to discuss proposed revised Federal grain standards was held Jan. 22 at the Louisville Board of Trade. The meeting was conducted by Edward C. Parker, Washington, in charge of the grain division of the Department of Agriculture. The session was attended by Federal Grain Supervisors L. T. Butler, Cincinnati and J. W. Wesson, Louisville, and Chief Grain Inspectors J. O'Hara, Cincinnati, and Lee D. Irving, Louisville. Members of terminal grain elevators, country grain elevators, wheat and corn millers and other members of the grain trade attended.

Two large distilleries started production here last month, the Frankfort Distilleries, Inc., Dixie Highway plant, capacity 3,000 bus. daily, and Sunnybrook Distillery, of the A. M. S. Co., using 3,500 bus. Eight operating plants now in Louisville are using approximately 15,000 bus. of grain daily, of which 30% or better is rye and barley malt. Out in the state two plants are using about 6,000 bus. daily, but with improvements complete expect to double that consumption. Kentucky whisky distilleries will shortly be using 25,000 bus. of grain daily and by mid-year the figure should be much higher.—A. W. W.

## LOUISIANA

New Orleans, La.—A new company has been organized here, known as the New Orleans Grain & Feed Co., Inc., to sell brewers' dried grains, and a plant has been equipped here, in which the malt grain or mash of the local breweries will be dried and reconditioned for selling to the dairy trade and other feeding trades. Ludwig Eisemann, head of Eisemann & Co., Inc., is pres. and general manager of the new company. Eisemann & Co. will continue in business.

## MARYLAND

### BALTIMORE LETTER

Charles J. Landers, of C. J. Landers & Co., celebrated his 72nd birthday Feb. 2.—R. C. N.

Egil Steen, of E. Steen & Bro., feed manufacturers, is recovering from a sprained ankle.—R. C. N.

Charles P. Blackburn, head of C. P. Blackburn & Co., Inc., grain receivers, has been confined to his home during the past week by illness.—R. C. N.

Thomas G. Hope, of Legg & Co., reported in the Journals last number as seriously injured in an automobile accident, has recovered from his injuries.

Robert C. Herd, pres. of Robert C. Herd & Co., Inc., steamship agents, was elected pres. of the Steamship Trade Ass'n of Baltimore at the annual meeting Feb. 6.—R. C. N.

Jas. W. Stevens, member of the firm of Stevens Bros., grain and produce commission merchants, was elected a member of the Baltimore Chamber of Commerce at the regular monthly meeting of the board of directors.—R. C. N.

Wm. B. F. Hax, son of the late George A. Hax, well known to western grain dealers from his regular attendance at meetings of state grain ass'ns, will give a showing of motion pictures before the February meeting of the Baltimore Flour Club.—R. C. N.

Fire which burned through the roof of the residence of Henry A. Lederer, of Lederer Bros., Jan. 22, and water poured into the building to extinguish the blaze, have forced Mr. Lederer and his family to take up a temporary residence with their eldest son, in Roland Park.—R. C. N.

Officers were elected at the recent annual meeting of the Chamber of Commerce as follows: Pres., Eugene Blackford; vice-pres., J. Murdock Dennis; sec'y-treas., James B. Hes-song, and assistant sec'y-treas., Edward Bit-trick. Executive com'te: Edward Netre, chairman; Philip C. McIntyre, vice-chairman; C. Wilbur Watkins, Joseph C. Reynolds and J. A. Manger.

Frank A. Furst, a prominent citizen of Baltimore for many years and a member of the Chamber of Commerce for over 50 years, died Jan. 23, following a short illness, at the age of 88 years. He had charge of the Pennsylvania Railroad's elevator at Locust Point for many years. About 40 years ago he went into the contracting business. A com'te was appointed to attend his funeral as representatives of the Chamber of Commerce.

## MICHIGAN

New Lothrop, Mich.—Frank Birchmeier has bot out the new Lothrop Milling Co.

East Leroy, Mich.—Windstorm slightly damaged the property of Daniel S. Case on Jan. 16.

Clarksville, Mich.—Ezra Good has bot a lot on which he contemplates erecting a cement block flour mill in the spring.

Detroit, Mich.—Fred Zinn, of A. K. Zinn & Co., grain and feed wholesalers, is on a business trip to Porto Rico, and during his absence Leland Cribbs has charge of the company's local office.

Battle Creek, Mich.—D. A. Zinn, formerly at the Detroit offices of A. K. Zinn & Co., grain and feed dealers, now has charge of the company's office in this city. A new warehouse is under construction for the company here.

Sunfield, Mich.—George H. Triphagen, for a number of years owner of the elevator here, died at his home in Lansing on Jan. 31. He had been in poor health for a long time. Mr. Triphagen bot the elevator of J. H. Palmer & Co. and after operating it a number of years sold out to Smith Bros., Velte & Co.

Detroit, Mich.—A called meeting of the Michigan Bean Jobbers Ass'n will be held in this city on Feb. 14, at the Fort Shelby Hotel, for the purpose of voting on changing the name of the ass'n to Michigan Bean Shippers Ass'n and to act on adoption and inclusion in its official sales contract of definitions of the term "well screened" now appearing in ass'n grades. An informal dinner and Valentine party honoring the past presidents of the ass'n was scheduled to be held the evening before the day of the business meeting.

Lowell, Mich.—Frank T. King, a director of the Michigan Millers Mutual Fire Insurance Co., and pres. of the King Milling Co., of this city, which he and his father founded in 1890, died on Feb. 1 at his home in Grand Rapids (where he had lived since 1916, altho maintaining his business in Lowell), following an illness of one week, due to a heart attack. Mr. King, who was 78 years of age, had served two terms as pres. of the Michigan Millers Ass'n, and was a charter member and the second pres. of the Lowell Board of Trade. He was prominent in charitable, philanthropic and civic work.

## MINNESOTA

Aitkin, Minn.—F. R. Ziske has installed a feed grinding mill at his feed, flour and grocery store here.

St. Paul, Minn.—Gerhard F. Nicolai, grain man, died at his home in this city late in January, at the age of 46 years.

Chaska, Minn.—Emil Teske has purchased the Chaska Mill, which will be used immediately for the storage of bulk grain and feed.

Watson, Minn.—The Farmers Elevator Co.'s elevator office was entered by thieves recently, who pried open a window, who took \$38.

Jeffers, Minn.—The Farmers Elevator Co. is the new name of the former Farmers Co-op. Elevator Co., which has taken out a 30-year charter.

Stephen, Minn.—E. A. Kindler, manager of the Farmers Grain Co.'s elevator, has been on the sick list for some time, but is getting better now.

Hastings, Minn.—On Feb. 2 a truck ran into the machine shed of the Hastings Farmers Co-op. Elevator Co.'s elevator, causing minor damages.

Detroit Lakes, Minn.—A new electric motor has been installed at the plant of the Blaisdell Milling Co., who operate a feed mill and elevator.

Brown-ton, Minn.—Henry C. Winterfeldt, pres. of the Farmers Elevator Co. at this point, died at his home here, late in January, at the age of 57 years.

Redwood Falls, Minn.—The Redwood Milling Co., owned and operated by Paul Voss & Son, recently installed machinery for making all kinds of poultry feed.

Ortonville, Minn.—Fred W. Sanborn, aged 72 years, veteran grain dealer of this section of the state, died at his home here during the last week of January.

Elmore, Minn.—Mr. Mongeau, manager of the Farmers Elevator Co.'s elevator here, is reported as on the road to recovery from a recent operation for appendicitis at the Blue Earth Hospital.



Kerkhoven, Minn.—The Farmers Elevator Co. is installing a new cleaner.

Garvin, Minn.—Joseph Rolstad has been appointed manager of the Farmers Co-op. Elevator Co.'s elevator, succeeding Arthur Carlson, who resigned on account of poor health.

Milroy, Minn.—Theodore Larson, formerly manager of the Cargill Grain Co.'s elevator and later of the Farmers Elevator Co.'s elevator, died at a Tracy, Minn., hospital in January.

St. Paul, Minn.—George H. Lund, of Mabel, Minn., has been appointed grain inspector by the State Railroad & Warehouse Commission, effective Mar. 1, succeeding Fred M. Schutte.

Tyler, Minn.—Glenn Burnett, manager of the Farmers Elevator Co.'s elevator at Ihlen, Minn., for over 15 years past, has been appointed manager of the Tyler Co-op. Elevator Co.'s elevator, and has moved his family to this point.

Littlefork, Minn.—Littlefork Exchange, incorporated; capital stock, \$50,000; stated capital, \$6,000; incorporators: Martin C. Longballe, E. J. Barzen, John C. Barzen, Math Barzen, R. B. Barzen and R. M. Barzen; to operate elevators, flour mills, etc.

Duluth, Minn.—S. F. Staples, widely known in grain circles at the head of the lakes, and who retired in 1931 as general superintendent of the Globe Elevator Co., died at his home in this city last month, at the age of 74 years, after an illness of nine months.

Ihlen, Minn.—S. L. Mikelson, former manager of the Clarkfield (Minn.) Farmers Elevator Co., has been appointed manager of the Farmers Elevator Co.'s elevator here, succeeding Glenn Burnett, manager for the last 15 years, who has gone to Tyler, Minn.

Duluth, Minn.—The Duluth Grain Commission Merchants Ass'n, at its annual meeting Jan. 23, elected Frank C. Tenney pres. and F. B. Getchell vice-pres. Mr. Tenney, Mr. Getchell, Ely Sal-yards, T. F. McCarthy and B. C. McCabe, retiring directors, were re-elected.

Silver Lake, Minn.—Frank Korista, Sr., one of the first grain dealers of this town, died at his home here on Jan. 11, at the age of 78 years. He had been in failing health since Thanksgiving. Mr. Korista retired from active business in 1920, when he sold his elevator here.

Marshall, Minn.—The January meeting of the Western Grain Men's Ass'n was held here on the 16th and was well attended in spite of bad weather. It was suggested that the resolutions committee give a report at each meeting on the progress being made in securing the removal of the reconsigning, hold and switching charges at the Minneapolis and Duluth markets. The sec'y was instructed to get in touch with insurance companies carrying elevator property and get from them information regarding the handling of relief grain. Short talks were given by the following: W. E. Mullin, of Minneapolis; P. L. Brown, of Doland, S. D.; C. W. Reikow, and Mr. Bernhardson.

Duluth, Minn.—New officers and directors of the Duluth Board of Trade are as follows: Pres., W. R. McCarthy (re-elected); vice-pres., H. J. Atwood (re-elected); directors: T. F. McCarthy, C. C. Blair, H. S. Newell. Board of arbitration: W. W. Bleecher, G. C. Wilson, E. H. Woodruff. Board of appeals: F. E. Lindahl, J. A. MacInnes, R. G. Sims, H. A. Starkey, M. A. Sauter.

#### MINNEAPOLIS LETTER

The Tri-State Country Grain Shippers Ass'n will hold its annual meeting in this city, Feb. 22, at the Nicollet Hotel.

New members of the Chamber of Commerce include K. Van Rensselaer Nicol, with Thomson & McKinnon, of Chicago.

The Dickinson Feed & Seed Co., the incorporation of which was reported in the Journals last number, has taken over the Minneapolis business of the Albert Dickinson Co., of Chicago, the change affecting only the local plant, the Chicago, New York, Boston and Pittsburgh plants continuing to operate as the Albert Dickinson Co., as before. George W. Smith is general manager of the local company.

A hearing on the proposed changes in Federal grain grades was held here Feb. 2. Members of the local Chamber of Commerce are very much opposed to the changes. J. H. Staddon, chairman of the chamber's committee on wheat grades, strongly favored present grades being continued, at least until proof is submitted that the changes would be beneficial. He also said the committee was opposed to any easing of the regulations regarding smut, as proposed.

Edward Rheinberger, formerly of Duluth, and only recently made president of the Kellogg Grain & Elevator Co., of this city (a subsidiary of Spencer Kellogg & Sons, Inc.), died at St. Mary's Hospital, Jan. 26, after a few days' illness from pneumonia. Mr. Rheinberger, who was 55 years of age, was made president of the local Kellogg Co. only three months ago, being transferred from Duluth. He had been employed by the parent organization for more than 20 years. Three brothers and two sisters are the survivors. Burial was in Duluth.

In order to close the estates of G. Parker Harding and W. Scott Woodworth, deceased, the old grain and feed firm of E. S. Woodworth & Co., and the Concrete Elevator Co., of this city, are being liquidated. A new company has been organized by E. S. Woodworth, who owns the controlling interest in both firms, to absorb and continue the business of both concerns, to be known as Snow Woodworth & Co., Snow being Mr. Woodworth's middle name, by which he is generally known. Offices will be maintained in the Chamber of Commerce Bldg. Mr. Woodworth is a past pres. of the Chamber of Commerce.

On the first day of the Minnesota Farmers Elevator Ass'n's convention, which will be held at the West Hotel Feb. 20, 21 and 22, C. W. Conoway, of Starkweather, N. D., will speak, also Gov. Floyd B. Olson. An officers' session will be held on the second day, with Jacob Kremer, of Tracy, Minn., presiding, followed by a round table discussion, led by F. S. Betz, of Chicago; Nels Palm, of Alvarado; Joe Altman, of Northfield, and others. The managers' session, with Iver Wollum, of Porter, presiding, will be held on the following morning, and the get-together banquet that evening. A round table discussion on subjects of general interest and suggested by elevator managers and officers, will be held in the morning of the last day of the convention.

#### MISSOURI

St. Louis, Mo.—New members of the St. Louis Merchants Exchange include L. T. Sayre, of the Rosenbaum Grain Corp., of Chicago.

El Dorado Springs, Mo.—The feed mill operated for several months past by W. C. Owens, has been sold to W. H. McKay, who will continue its operation.

Fortuna, Mo.—Herman Haldiman, manager of the Missouri Farmers Ass'n's elevator at Centertown for several years, has been appointed manager of the Fortuna Elevator Co.'s elevator.

Centertown, Mo.—Harvey Stark has been appointed manager of the Missouri Farmers Ass'n's elevator, succeeding Herman Haldiman, who has taken a position as manager at Fortuna, Mo.

St. Louis, Mo.—Suspension from the Merchants Exchange of Robert J. Flynn and Joseph E. Flynn, operating Flynn Bros. Grain & Feed Co. and as Central Elevator Co., for failure to meet their obligations, has been reported.

Campbell, Mo.—Lyman Morgan, former grain dealer here, died Jan. 12, in the Pythian Home, at Springfield, Mo., where he had been living for about seven months. He is survived by three granddaughters. Mr. Morgan was 73 years old.

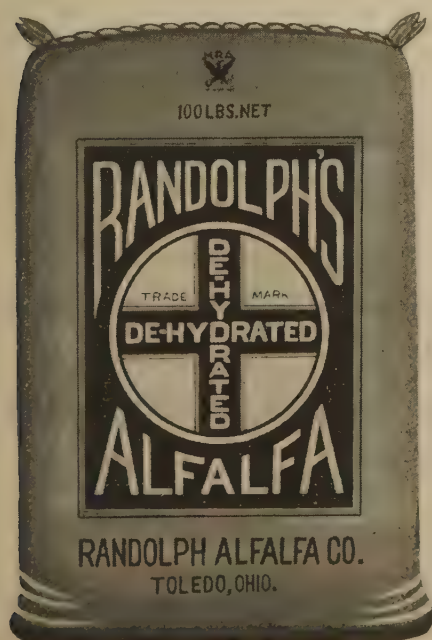
Sweet Springs, Mo.—The Farmers Elevator & Grain Co. is going out of business, and an order for the dissolution of the company has been made in the circuit court. The Farmers Feed, Grain & Seed Co., Inc., was formed last spring and took over the property and business of the old company.

St. Louis, Mo.—Officers and directors of the St. Louis Merchants Exchange presented Thomas K. Martin with a silver trophy, on his retirement from the office of pres. of the exchange recently, in appreciation of his services while head of the exchange. Only one other pres. has been so honored.

Bertrand, Mo.—A grain elevator and a cotton gin owned and operated by the Bertrand Elevator Co. burned at 7:30 p. m., Jan. 28, the fire originating in the engine room; loss, \$30,000 above the small amount of insurance carried. About 10,000 bus. of corn and 1,000 bus. of peas stored in the elevator was destroyed. Bertrand does not have any fire-fighting equipment.

Jefferson City, Mo.—The sales tax bill passed by the special session of the legislature for unemployment and school relief is a ½% levy on the privilege of selling tangible property at retail and on the privilege of rendering services for hire, according to a recent ruling of Attorney General McKittrick, whose opinion is that the gross receipts from sales of farm products made by bona fide farmers, who are not otherwise engaged in selling farm products at retail as a business, are not subject to the tax, because such sales are isolated or occasional.

Springfield, Mo.—The Meyer Milling Co., of this city, and the Lyons Flour Milling Co., of Lyons, Kan., have been consolidated, the new company to be known as the Meyer-Blair Milling Co., with headquarters in this city. The new company has been incorporated, with a capitalization of 1,000 shares of common stock of no par value, and \$65,000 preferred stock; officers: L. S. Meyer, head of the Meyer Milling Co., pres.; J. M. Blair, head of the Lyons Flour Milling Co., vice-pres. and treas.; H. J. Meyer, sec'y. The merged properties include: Storage at Springfield and at country points of 200,000 bus. capacity; storage at Lyons, 250,000 bus., and at country points 25,000 bus.; one milling unit of 800-barrels daily capacity, and one of 400.



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## MONTANA

Ulm, Mont.—The Equity Co-op. Elevtr. Ass'n recently completed installing electricity at its elevator.

Nohly, Mont.—L. B. Foster, manager of the Rugby Elevtr. Co.'s elevator here, has been transferred to Woburn, N. D.

Ledger, Mont.—Ernest Steele, of Hobson, Mont., has been appointed manager of the Montana Central Elevtr. Co.'s elevator at this point.

Malta, Mont.—The Hansen Flour Mills Co. has purchased the Malta Flour Mill and is operating it, under the management of Andrew Hansen.

## NEBRASKA

Cedar Bluffs, Neb.—It is reported that the Farmers Elevtr. Co. is planning on wrecking its old plant and building a new one.

Oreapolis (La Platte p. o.), Neb.—John Gallo-way is the new manager of the Oreapolis Grain Co.'s elevator, a co-operative farmers' house.

Blue Hill, Neb.—W. C. Reichstein, of Campbell, has leased the Blue Hill Mill from the Peterson Estate and began operations Feb. 1.

Nemaha, Neb.—The Duff Grain Co.'s elevator here has been sold to Herbert Ames, a resident of this city for many years, who will continue its operation.

Minden, Neb.—George Rasmussen, of Charleston, Neb., has been appointed manager of the Farmers Grain & Supply Co.'s elevator, succeeding Mr. Fowler.

Niobrara, Neb.—Kenneth Aikins, manager of the Farmers Union elevator, has been appointed to a position in the game and reforestation department, and has been succeeded as manager of the elevator by Joe Liska.

Columbus, Neb.—G. W. Viergutz, of this city, has bot the property of the Columbus Milling Co., formerly owned by a number of business men of this community, and is continuing operation, with John Oehlrich still manager.

Farwell, Neb.—John Hofseth, in point of service the oldest grain man in this community, died at his home here Jan. 17, at the age of 73 years. He was in the grain buying business here from 1892 until 1924, when he retired.

Superior, Neb.—The Scouler-Bishop Grain Co., of Kansas City, has purchased the Superior Terminal Elevtr., which has been idle several years, will overhaul and remodel the elevator, putting in new machinery as far as necessary and will put the plant in operation.

Doniphan, Neb.—The Farmers Elevtr. Co. has started suit against the Massachusetts Bonding & Ins. Co., of Boston, Mass., for \$2,000. The claim is based on the alleged embezzlement of the company's funds by Archie Haggard, or Joseph A. Haggard, former manager of the elevator.

Gering, Neb.—The Gering Mill & Elevtr. Co. has been succeeded by the Gering Elevtr., Mrs. S. E. Gorst owner, J. B. Runyan manager. The Lexington Mill & Elevtr. Co.'s elevator here is now operated by the Twin City Coal & Feed Co., E. R. Shelton manager [he was manager for the former owner for several years].—J. B. Runyan.

Omaha, Neb.—At the annual meeting of the Nebraska Millers Ass'n, held in this city Jan. 25, the following officers were elected: Pres., Joe H. Weaver, of Omaha; vice-pres., E. B. Johnson, of Holdrege; sec'y-treas., J. N. Campbell, of Omaha (re-elected). Directors (for two-year terms): L. H. Rasmussen, Don Bridge, L. J. Vandenberg. Hold-over directors: W. B. Kenagy, T. F. Whitaker and H. E. Day.

Omaha, Neb.—After the close of the market Saturday, Feb. 3, the Omaha Grain Exchange put on a brief radio program over its station WAAW in celebration of its 30th anniversary, J. A. Linderholm acting as master of ceremonies. The Grain Exchange quartette sang several songs and talks were made by E. A. Lucke, pres. of the exchange; Frank P. Manchester, sec'y, and J. M. Holmquist, who was a charter member of the exchange.

## NEW ENGLAND

Boston, Mass.—Officers and directors of the Boston Grain & Flour Exchange for the ensuing year are as follows: Pres., Arthur F. Hopkins; first vice-pres., Carl J. B. Currie; second vice-pres., Robert S. Wallace. Directors for three-year term: Leon H. Davis, William F. Wise, Thomas J. McAuliffe and Otis E. Lapham.

## NEW JERSEY

Vineland, N. J.—Frasco & Cavallo, incorporated; capital stock, 300 shares, no par value; grain products.

Toms River, N. J.—Three trucks and the garage of the United Feed Co. burned at 3 a. m., Jan. 3; loss, about \$12,000; partly insured. On the second floor of the garage the company had a quantity of feed, hay, straw and other merchandise, all of which was destroyed. One truck loaded with feed and hay was pulled from the burning building. The fire did not reach the main building of the company, where the machinery, storage and offices are located.

## NEW MEXICO

Raton, N. M.—A 90-h.p. diesel engine is being installed at the plant of the Raton Mill & Elevtr. Co.

## NEW YORK

New York, N. Y.—New members of the Produce Exchange are Cato C. Schilthuis, of the Continental Grain Co., and John B. Warnock.

Oswego, N. Y.—The Ralston-Purina Co. has purchased the Ontario Milling Co., which has manufactured mixed feed for many years. The Buffalo office of the Ralston-Purina Co. will direct the operation of the plant.

Buffalo, N. Y.—S. E. Provoost, for 15 years with the Eastern Grain Elevtr. Corp., has opened offices at 628 Chamber of Commerce and is engaged in business under his own name, doing a brokerage and commission business. Mr. Provoost is well known in the eastern grain trade and has the well wishes of a host of friends.

Buffalo, N. Y.—Jacob Heyl, retired grain merchant, died at his home in this city last week. Mr. Heyl, who was 77 years old, was born in Landstuhl, Germany, and came to this country at the age of 21. He settled in Milwaukee. A few years later he became associated with Chandler, Brown & Co., grain commission merchants.—C. A. B.

Ogdensburg, N. Y.—It is reported that joint action is being taken by the Cargill Elevtr. Co. and the Rutland Railroad to induce this city to seek an R. F. C. loan to finance the erection of a 2,000,000-bu. terminal elevator here. This structure, if built will be four times the size of the present Rutland Elevtr. here, which is leased by the Cargill Co.

Buffalo, N. Y.—The Eastern States Milling Co. has plans out for a 1,000,000-bu. elevator. The work house will have three legs and the bin storage will be 30 tanks 21x110 with 18 interstice bins. A. E. Baxter Engineering Co. designed the elevator and will represent the owners. Bids are to be taken Feb. 21. The Eastern States Milling Co. is a subsidiary of the Eastern States Farmers Exchange, whose headquarters are at Springfield, Mass. The local company already has a 250,000-bu. elevator and mill here.

Buffalo, N. Y.—Fire was discovered at 1:20 a. m., Jan. 24, in the 5-story brick and frame germinating department of Wm. E. Kreiner & Sons' malting plant by the watchman, who called the fire department and led the firemen into the grain storage where the fire originated. A minute later the small flame developed into a terrific explosion and the roof fell nearly intact on a company of firemen in a driveway, killing one and injuring 13. The main plant, eight stories high, was not greatly damaged. The floors of the malt house collapsed, and the debris stood 20 feet high in the passageway. About 40,000 bus. of grain was burned, and the loss is estimated at \$125,000.

New York, N. Y.—S. R. Scott, formerly an active member of the Produce Exchange, who retired some time ago, died Jan. 30, at the age of 69 years. Funeral services were held in Plainfield, N. J.

New York, N. Y.—A plant has been leased on Staten island by the Molaska Corp., of Cleveland, O., which will remodel it at a cost of \$150,000. Molasses products for the feed industry will be manufactured.

## NORTH DAKOTA

Rogers, N. D.—On Jan. 23 the feed mill of Charles Paulson was destroyed by fire of unknown cause.

Sanborn, N. D.—Application has been filed for dissolution of the Sanborn Grain Co., whose elevator burned last September.

Marmarth, N. D.—The elevator of the Farmers National Warehouse Corp. and stock therein were destroyed by fire of unknown origin on Jan. 28.

Alfred, N. D.—Tom DeWett and Gust Lang have bot the Powers Elevtr. Co.'s elevator here, and plan to sell shares and organize a farmers co-operative company.

Mandan, N. D.—The interior of the detached garage building of the Russell Miller Milling Co. was slightly damaged by fire of undetermined origin on Jan. 8.

Straubville, N. D.—Final distribution to claimants of the insolvent Straubville Elevtr. Co. will soon be made, as the Railroad Commission has received a settlement check from the surety company, and waits only for the approval of the court.

Bismarck, N. D.—Wesley C. McDowell, state grain storage commissioner, is entitled to collect salary he claims is due him, according to the opinion of a judge in district court. The auditing board has refused to approve payment of the salary because the last legislature failed to make an appropriation for such a purpose. The act creating the office, however, was not repealed.

## OHIO

Mercer, O.—Dudgeon & Dudgeon's elevator safe was blown open Saturday night, Jan. 20, and \$40 stolen.

Arcadia, O.—D. M. Calvin has resigned as manager of L. R. Good & Son's elevator to take a position in Toledo.

Eaton, O.—On Jan. 28 wind tore off part of the roof of the property owned by the Muff Coal, Grain & Oil Co.

Richwood, O.—On Jan. 28 the wind blew a sheet of iron roofing off the flour mill building of the Hunt Milling Co.

Canal Winchester, O.—Windstorm tore two squares of roofing off the elevator roof owned by S. B. Swope on Jan. 29.

Mount Healthy, O.—A severe windstorm blew the skylight off the engine room of the C. C. Groff Milling Co. on Jan. 28.

New Hampshire, O.—On Jan. 28 the wind blew a few sheets of roofing off the elevator of the New Hampshire Grain Co.

Rawson, O.—The doors on the old mill building of the Rawson Co-op. Grain & Supply Co. were blown off on Jan. 28 or 29.

Atlanta, O.—Charles Grant Campbell, who operated an elevator here until about eight years ago, died at his home, following a lengthy illness of complications, on Jan. 11, at the age of 70 years. Mr. Campbell had also operated elevators at Kinderhook, Fairview and Johnsons Crossing. He spent nearly his entire life in this section.

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Cleveland, O.—Fire in the grain warehouse of the Herrman-McLean Co., on Jan. 26, did \$3,500 damage. It is believed that a tramp's cigarette may have caused the blaze.

Defiance, O.—The Miller Feed Co. resumed business Feb. 1, with Glenn L. Miller as manager. The company is producing a full line of dairy, hog and poultry feeds and also engaging in the grain business.

Cleveland, O.—The storage capacity of the Fairchild Milling Co.'s plant has been increased by 40,000 bus., the plant remodeled and a new steel dock on the Cuyahoga River erected. The improvements represent an outlay of \$40,000.

Portsmouth, O.—A warehouse of the P. H. Harsha Milling Co. burned during the night of Feb. 1; loss, \$8,000; partly covered by insurance. Stocks of hay and several trucks were destroyed. Firemen kept the flames away from the mill proper.

Mt. Gilead, O.—The Buckeye Mills, one of the oldest establishments here and owned by the Peoples Savings Bank Co., has been sold to A. W. Patzlaff, of Chicago, who plans to renovate the building and continue the manufacture of flour, operating as the Buckeye Milling Co.

Washington C. H., O.—The big mill of the old Washington Milling Co. is to be torn down and the site leased or sold, probably for an oil station. Gwinn Milling Co., which recently purchased the mill and the large elevator on the opposite side of the street, is improving the elevator building and will handle grain and grain products.

Duval, O.—The Teegardin Grain Co.'s new elevator, contract for which was reported in the Journals Nov. 22 number as having been given to the Sidney Grain Mch. Co., will be a 15,000-bu., studded, iron-clad elevator, equipped with three legs, driven by individual enclosed motors, thru Sidney head drives. Equipment includes a Eureka Cleaner, Sidney Cleaner, Sidney Sheller, and Sidney Truck Dump. The feed room will be equipped with a Jay Bee Hammer Mill, Sidney Crusher, Corn Cracker and Grader and a Sidney Mixer. The house will have anti-friction bearings thruout and vapor-proof lights.

## OKLAHOMA

Norman, Okla.—Oklahoma Flour Co., incorporated; capital stock, \$1,500; incorporators: Z. C. Thompson, Jr., Alvin Thoos and Katherine Thompson.

Corn, Okla.—Extensive repairs are being made at the plant of the Corn Milling Co., operated by Peter Rogalsky, which plant includes an elevator. Drive shafts are being added, a new roof put on and the third story remodeled.

Erick, Okla.—W. H. Flowers, well known business man of this place, has bot George E. Harris' elevator and mill and is now sole owner and manager of the business. He will conduct a grain, feed and coal business in addition to milling.

Jefferson, Okla.—Mrs. W. T. Hacker, whose mill building burned late in December, as previously reported, has let the contract for rebuilding to the Jones-Hettelsater Const. Co., work to be completed by the middle of May or early in June. The business is operated as the Hacker Flour Mills.

Pauls Valley, Okla.—J. D. Collier, who recently disposed of his interest in the Oklahoma Hay & Grain Co., is the proprietor of the Valley Hay & Feed Co., which opened in January. Machinery for the manufacture of mixed feed will be installed soon, and dairy, chicken and livestock feed will be manufactured.

Kingfisher, Okla.—The Burrus Mill & Elvtr. Co., of Ft. Worth, Tex., has taken over the Bob White Flour Mills, of this city, and will operate the 1,200-barrel mill as a unit of the Burrus Co. Both companies are units of the Tex-O-Kan Flour Mills Co., headquarters Dallas, Tex. The local manager will be Don Valentine, who was former assistant sales manager at Ft. Worth. Paul Bimmerman, former manager of the Bob White mills has gone to Dallas.

## PACIFIC NORTHWEST

Seattle, Wash.—Albers Bros. Milling Co. has let the contract for construction of its 20 concrete storage bins (with 12 interstices) to the Jones-Hettelsater Const. Co., which has already started work on the new elevator, the capacity of which will be over 500,000 bus. The John S. Metcalf Co. is the engineer.

Waukon, Wash.—Waukon Grain Co., incorporated; capital stock, \$9,900; incorporators: John Stark, David Anderson and others.

Seattle, Wash.—The recently elected officers of the Merchants Exchange are as follows: Pres., L. P. Baumann; vice-pres., H. L. McIntyre; sec'y-treas., Warren H. Berry; manager, B. D. Riley.

Pendleton, Ore.—James Hill, Jr., has been appointed acting manager of the Pendleton Grain Growers, succeeding Charles M. Cook, recently made manager of the North Pacific Growers, Inc., as previously reported.

Sapoll (Dixie p. o.), Wash.—A petition has been filed in court here seeking dissolution of the Stanfield Grain & Warehouse Co., whose warehouse here burned late in November, entailing a loss of \$100,000, as previously reported.

Jerry (Asotin p. o.), Wash.—D. A. Silver & Sons, owners and operators of the Asotin County Flour Milling Co.'s plant, have spent two months in overhauling and reconditioning the mill and are now operating it. Since a fire about five years ago destroyed the warehouse and a quantity of grain, the mill has run only occasionally, grinding feed.

Boise, Ida.—Increased warehouse and handling charges on grain are being sought by the Farmers National Warehouse Corp., the Franklin County Grain Co. and the Colorado Milling & Elvtr. Co. Hearings were held in the State Capitol here Jan. 29 by the public utilities commission. The similar applications of north Idaho grain companies were recently denied, as previously reported in the Journals.

Colfax, Wash.—John Eugene Frazier, well known in local grain circles, dropped dead while dancing at the community hall Dec. 30. Mr. Frazier, who was 60 years of age, was formerly with the Pacific Grain Co. here, and after the merger with the Pacific Coast Elvtr. Co., 10 years ago, served the new organization as supervisor of all of its warehouses in this vicinity. In July, 1933, he became manager for the Endicott wheat growers co-operative and representative at Endicott for the Farmers National Grain Corp.

Pocatello, Ida.—Representatives from 13 counties of the state met on Jan. 26 and formed the Southeastern Idaho Grain Terminal Ass'n, with headquarters in this city. Officers were elected as follows: Pres., Joseph E. May, of Rockland; vice-pres., J. Fred Smith, of Rexburg; sec'y-treas., W. H. Elkington, of Idaho Falls. The object of the organization is the establishment of a grain terminal here, with government sanction, so that Idaho grain growers will obtain higher prices. Wheat prices in this section are now on the basis of Chicago quotations, but by this plan a basis of Pacific Coast prices is contemplated, with an advantage to the local wheat grower of 6c per bu. by the change.

## PENNSYLVANIA

Smethport, Pa.—F. A. Green has sold his feed mill to George W. Hewitt, his son-in-law, and has retired from active business.

Philadelphia, Pa.—The officers of the Commercial Exchange, elected at the Jan. 30 annual meeting of that body, are: Pres., Louis G. Graff (for the fifth consecutive term); vice-pres., Albert L. Hood; treas., Philip R. Markley. Directors (to serve two years): Stewart Unkles, C. Herbert Bell, Raymond J. Barnes, David McMullin, Jr., Charles I. Rini and W. H. Robertson.

## SOUTH DAKOTA

Bowdle, S. D.—New cups have been installed on the elevator belt at the plant of the Bowdle Flour Mill. Cleaning of seed wheat for spring marketing is in progress, also.

Cavour, S. D.—Wilbur Bell, manager of the local Atlas Elvtr. Co.'s elevator for the past seven or eight years, has resigned and been succeeded by W. L. Carr, of Sheffield.

Riverside, S. D.—The Bundy Elvtr. was discovered to be on fire at 11 a. m., Feb. 9, evidently due to a defective chimney; total loss resulted; insured. The elevator contained about 11,000 bus. of wheat.

Freeman, S. D.—At the Farmers Grain & Stock Co.'s recent annual meeting a move was made to pass a 10% dividend out of the surplus fund, but it was decided to leave this in the surplus fund. No changes of any importance were made.—B.

Garden City, S. D.—The Empire Elvtr. Co.'s elevator, closed since early last summer, has been re-opened with F. A. Croal in charge.

Sioux Falls, S. D.—W. Z. Sharp, long prominent in the grain business here and a director of the Tri-State Mutual Grain Dealers Fire Ins. Co., died recently.

Hurley, S. D.—A. H. Ohlsen, who has bot grain here for 21 years, has been transferred by the Fleischmann Malting Co. from its elevator here to be manager of the company's elevator at Okabena, Minn.

Freeman, S. D.—The Farmers Co-op. Elvtr. Co. held its annual meeting Jan. 20. Only two changes were made in the board of directors. Arrangements for refinancing the company are being contemplated, as it needs working capital. A 5% assessment is being made on its stockholders to raise funds.

Marion, S. D.—The W. H. Borman Elvtr. has assumed the trade name "Peoples Elvtr." The elevator is operating on half time basis only, due to short corn crop and total failure of small grain crop. A 10-inch cylinder has recently been bot to replace the 7-inch cylinder in dump and will be installed some time next spring.

Brookings, S. D.—At the elevator of the Farmers Co-op. Ass'n, the compressed air tank operating the truck dump exploded recently, while the air was being pumped into it, probably due to the extreme cold weather at the time (which was 24 degrees below zero), which may have prevented the expansion of the tank, and the pop valve was frozen or stuck. The explosion completely wrecked the tank and tore several holes in the elevator. Fortunately no employee was near at the time, and so no one was hurt. The damage has been repaired and a new tank installed.

## SOUTHEAST

Lancaster, S. C.—A new and up-to-date feed and corn mill has been completed by H. N. Estridge, who is now operating under the name of the Lance Feed Mills.

Savannah, Ga.—A building has been leased here by the Dixie Portland Flour Co., of Memphis, Tenn., which will install mixing, batch, conveying and bagging equipment.

St. Petersburg, Fla.—Waldrep-Burgess Co., incorporated; 100 shares of no par value; incorporators: C. D. Waldrep, Mrs. R. E. Dowling and J. W. Burgess; grain and provisions.

Reidsville, N. C.—D. L. Wright has leased the old historic Iron Works Mill, on Route 2, near here, will put it in first-class condition and operate it. George Washington once visited this mill.

Greenville, N. C.—Warren Feed Co., incorporated; capital stock, \$25,000; incorporators: C. M. Ollen, Jr., and M. D. Warren; to engage in a general wholesale and retail feed and seed business.

Lynchburg, S. C.—Lynchburg Farmers Warehouse Co., incorporated; capital stock, \$1,200; incorporators: E. T. Mims, H. E. Kirny and J. W. Willis; to operate a general storage business, grinding corn and other feedstuffs.

Alderson, W. Va.—The Greenbrier Milling Co.'s mill, that has done no grinding for the past two years, will be re-opened May 1. New machinery will be installed in the meantime, the capacity of the mill to be 75 barrels per day. Custom grinding will also be done.

Atlanta, Ga.—A double coverage group insurance program, which includes sickness and non-occupational accident benefits as well as life insurance, has been adopted for the protection of all eligible employees by the Atlanta Flour & Grain Co., including salesmen at Leesburg, Fla., Spartanburg, S. C., and Athens, Ga. The Metropolitan Life Ins. Co. is administering the plan, with employer and employees sharing the cost. Individual amounts of life insurance under the plan are determined by the employee's grade, and range from \$500 to \$2,000. Weekly benefits, ranging from \$7 to \$20, will be paid in case of sickness or injury incurred off the job.

## TENNESSEE

Dyersburg, Tenn.—We are thinking of building a new ear corn elevator and warehouse and installing sheller for shuck-on corn.—Bob I. Taylor & Co.



## TEXAS

Ft. Worth, Tex.—J. F. Bowers is now connected with the grain department of the Kimbell Milling Co. He was formerly with the Doggett Grain Co.

Dallas, Tex.—Paul H. Bimmerman, former general manager of the Bob White Flour Mills at Kingfisher, Okla., is now general sales manager of the Morten Milling Co., of this city, and has moved his family here.

Amarillo, Tex.—The Panhandle Grain Dealers Ass'n met in this city on Feb. 3, at the Herring Hotel, the main topics of discussion being the proposed revision of Federal grain standards and the country elevator code.

Amarillo, Tex.—J. S. Hargett has been elected pres. of the Great West Mill & Elevtr. Co., of this city. Mr. Hargett is also pres. of the Wichita Mill & Elevtr. Co., Wichita Falls, Tex., both companies being units of General Mills, Inc. W. A. Barlow continues to be vice-pres. and general manager of the Great West Co.

Bay City, Tex.—The Herder Rice Mill burned at 4:20 a. m., Monday, Jan. 15; loss, \$300,000; building and contents fully insured; origin of fire unknown, the blaze starting on the second floor of the south wing. The mill was built in 1902 for the Colorado Valley Rice Milling Co., and in 1918 George Herder, Sr., bot it, and it has been under the management of his son-in-law, R. Lee Williams.

## WISCONSIN

Waterloo, Wis.—The Wisconsin Pop Corn Co. is now the Badger Pop Corn Co., operating an elevator and pop corn warehouse here.

Middleton, Wis.—Windstorm damaged one of the doors of the garage attached to the feed mill of the William Hoffman Co. on Dec. 20.

Auburndale, Wis.—Gotz Bros. are again operating the mill which they purchased from the Radlinger brothers, who had possession of the mill for the past year.

River Falls, Wis.—A building is under construction for the Prairie Mills in which will be installed feed grinding and mixing machinery. A rye mill and cereal machinery may be installed also.

Antigo, Wis.—A wholesale and retail feed, seed and flour business will be carried on at the warehouse just completed here by the Pillsbury Flour Mills Co. T. J. Gerber, formerly of Minneapolis, is in charge.

Rome, Wis.—The Gustave Nietmann properties here and at Sullivan, consisting of feed and flour mills, have been leased by William Frank, proprietor of the Jefferson Flour & Feed Mill, Jefferson, Wis., all three towns being in the same county. The management of the leased mills will remain the same as before.

Alto (r. d. from Waupun), Wis.—Matt Duven's feed mill, reported in the Journals last number as having burned recently, will not be rebuilt, it is reported. Neither the mill nor its contents were insured; loss, approximately \$8,000. Mr. Duven, who is an inventor, lost tools and patterns worth about \$4,500. The garage and repair shop, operated in connection with the feed mill, will be rebuilt. The fire was caused by some oil boiling over on a stove in the garage.

Prescott, Wis.—The Prescott Exchange Elevtr., owned by Louis Spelts and Huppert Bros., was burned to the ground after an explosion had blown the large doors 50 feet from the building at 1:30 a. m., Monday, Jan. 15. The blast awakened nearly every person in town, and threw sheet iron plates hundreds of feet. Most of the wheat had recently been shipped, there remaining a carload of shelled corn and half a carload of wheat and barley. The loss on building is \$12,500, and on grain \$3,500; insurance, \$9,500 on building and contents.

### MILWAUKEE LETTER

H. M. Stratton and family left for Florida a few days ago to spend a few weeks.

W. A. Hottensen and Mrs. Hottensen are sojourning in Hot Springs, Ark. They expect to return the latter part of February.

Milwaukee, Wis.—The rate of interest for February has been determined by the finance committee of the Milwaukee Grain & Stock Exchange at 5½%.

E. C. Parker, in charge of the grain division of the Bureau of Agricultural Economics, was in Milwaukee Jan. 30 for a conference with the trade on proposed changes in federal grain standards.

Milwaukee, Wis.—The Milwaukee Grain & Stock Exchange is considering removing to new and more modern quarters, after being in its present location for 70 years. A committee, consisting of W. A. Hottensen, chairman; Arthur J. Riebs, Le Roy LaBudde, E. S. Terry and L. L. Runkel, has been appointed by Pres. Edward LaBudde to investigate the possibilities of locating in other quarters. If the exchange does move, 25 members maintaining offices in the present building will also move their quarters to the new location.

## Speculating With the Elevator Operator's Money

K. B. Lutz and Charles Treasure, of the Treasure Grain Co., Gardner, Ill., had the following to say about storing grain:

"Both elevators in this town stopped storing a year ago. We were convinced it was a bad practice.

"The pet plan of many farmers is to get the elevator to store their grain, then advance them as much money as the grain will secure. After that the grain dealer has the devil's own job trying to induce them to sell. Farmers hold the grain as long as they can, waiting for higher markets. If the market goes below what they have borrowed, that is the grain dealer's hard luck."

## From Abroad

Banks at Zagreb, Yugoslavia, are accepting wheat in payment of debts at 80 cents per bushel.

Italy and Hungary are to cut their wheat acreages 10 per cent, under the international agreement.

The South African government contemplates importing Argentine corn, and not long ago South Africa was exporting.

A grain warehouse at Hull, Eng., collapsed Jan. 18, burying six men. Evidently some of our barn builders have been working abroad.

Sweden has prohibited the importation of oats, corn bran, pollards, tapioca and some other feedingstuffs, because of the large surplus produced at home.

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## Large Attendance at Dakota Meeting

Over 600 registered for the 23d annual convention of the Farmers Grain Dealers Ass'n of North Dakota at Devils Lake Feb. 6, 7 and 8. PRES. C. H. CONOWAY, Starkweather, N. D., delivered his annual address at the opening session, speaking in part as follows:

### President Conoway's Address

I have been with this organization three years and I believe they have been three of the worst years in our history. I have enjoyed every moment of that time. Each of us have a common interest in the welfare of this country and each of us, whether he be friend or foe, is entitled to the consideration of the other. A spirit of tolerance should prevail. I have witnessed a slow but sure disintegration of the established grain business. It has been the victim of the idealist's whims with nothing proposed as a substitute with a grain of merit. We know now that the individual consignee is a more reliable agent than one subsidized by the government. The producer has been shown that no organization made up of his own members is any more trustworthy than those now in the field doing business.

When I took office as the head of the Association, the popular thought at the time held a desire for the total elimination of the so-called middleman. We know now what that means. We have had as high as 13,000,000 men and women off the payroll, whom we term wage earners, who are in reality middlemen, taxing the industry of this country for a livelihood when deprived of any other means of making a living. The man or woman engaged in private business is also a middleman, their financial condition is nearly always a true index to the prosperity of the territory they serve. They have been the wage earners of the past, their existence will be the nation's bulwark and stabilizer of the future, protect that principle and we need have no serious apprehensions as to the future of business.

The American farmer may rue the day when he sought an intimate relationship with Uncle Sam. I do not believe the farmer ever thought of the time when he might be denied the right to farm in his own name. We know now that a group of "cotton mouthed" senators and a considerable number of "corn fed" representatives are trying to force the wheat farmer to pay for their overinflated farm lands under the guise of "farm relief." We notice that prosperity has already begun to function in the cotton belt and that corn is being stored on the farm or more properly being stabilized on the farm at 45c per bushel, not all of it being raised on that particular farm but purchased at the local elevator and sold to Uncle Sam at a profit as high as 13c per bushel.

Our politicians know this but continue to appropriate the taxpayers' money for such purposes in plain view of the fact that their constituency are acting in bad faith. If ever the farmer needed good wholesome advice it is at the present moment. He, together with the small business man may decide to ask for a truce when the burden of operation becomes more acute. I do not like to be criticizing forever, but in giving my testimony at this time I wish to go on record as opposing any further expansion of government operation, especially in my own business. I'll either make a go of it at current prices or consent to a double funeral with my creditor being the other corpse. It is our funeral anyway.

The business man, whether a co-operative, a stock company or a privately owned concern, can glean no satisfaction from the present program. Every phase of his business is codified and every code is as flexible as a whip. The small business man and that includes or may include your elevator, is slowly bleeding to death within the tentacles of an impossible code.

If I remember correctly, Alexander Hamilton was greeted with derision because of his theory of a strong central government. His method of finance did not gain favor with the founders of this Republic. Our forefathers believed that life, liberty, and happiness could best be guaranteed by a decentralized government leaving our citizens reasonably free to work out their own salvation. The proof of the pudding is in the eating thereof, the wisdom of this choice has been demonstrated by a century and a half of reasonable prosperity. I wonder if time, measured by the same standard as in the past, will be kinder to us in the distant future than has the period just closed.

The American Indian was considered uncivilized according to the white man's idea of civilization. We found him in his natural environment as one possessing no property worth while, who roamed the wilderness at will and he paid no taxes. His tribal relations were limited to his desire for protection and his code of honor was a product of nature and na-



ture's teachings. Apparently we are now "on the way" back to the principles that made the wild man wild. The present program of discrimination against the private business man would lead one to believe that we were wrong in our conception of civilization in the beginning or we are wrong now. I prefer to believe that, in view of the material progress we have made, our people could best be served by a preservation of our institutions in their natural growth. Socialistic experiments can have no part in the future of America.

The profit system is all wrong; it accumulates capital, we are told, makes the poor men poorer, disrupts the morals of mankind and has a tendency to destroy a well ordered society. Remove the element of profit from the business of America and the countryside will cease to blossom as the rose, the farmstead will become a memory, our beautiful cities and hamlets will vanish from our midst and privation will stalk in the feeble steps of our people throughout the ages. If capitalism has failed to properly serve our people, how is it possible to spend billions for relief?

I would like to warn you people, engaged in the grain business, against becoming overenthusiastic concerning the immediate future of that business. It would appear to me that the present stimulus given economic recovery, which makes us gleefully happy, is being brought about by a King Midas making his will and leaving everything to sweet charity. This will may be broken. The vast resources of this country, built up and preserved by self-sacrifice on the part of our citizens, are being tapped to make the present depression palatable with no thought being given to a removal of the cause. Payday is in the offing.

There are several reasons why this "new deal" or "new era" as some people love to call it, may create a greater need for a much greater relief. The so-called buying campaign inaugurated by the federal government may be a fine thing for the industries of the East but it may have a devastating effect on the debt laden central West if we attempt to concur in the campaign.

The greatest problem now facing the American people is the enormous private debt burden and any public policy erasing a tendency to pay on the part of our citizens will prolong the depression and increase that debt.

The rehabilitation of agriculture in which you and I as grain men are vitally interested, will never be realized until the farmer learns to liquidate one debt before he contracts another. The enormously increasing tax burden, the enveloping cloud over our national security, may never be dispelled until our public servants learn to spend less than the levy made.

The unholy clamor for a redistribution of the wealth of this country may never be realized until our people learn to say no to an unreasonable desire. I am under the impression that our taxes, together with our living expenses, will become an oppressive burden unless a more conservative administration of public affairs becomes an immediate reality.

P. A. LEE, Grand Forks, in his annual report as sec'y-treas., said:

### Secretary Lee's Report

During the last year, three particular projects were undertaken by your Sec'y with some hope of rendering service to the trade and to certain types of elevator companies. The first of these was the second increase in fidelity bond premiums in one year and which proposed increase constituted another 25% increase based upon the original rate in effect. This came too late for us to hope to obtain relief before maturity in 1933 of the renewal premiums and we were, therefore, forced to bill our patrons and members on the basis of the increased rate and at the same time continue our overtures to the Rating Bureau for a reduction to the 1932 basis. These efforts finally brought success in the late summer or early fall of 1933.

The second problem, and one which at time of writing this report has not been concluded, is the problem of the adoption of a code for country grain elevators under the National Recovery Administration and also the Agricultural Adjustment Administration.

The third and perhaps the major part of our endeavors during the latter part of 1933 and up to date has been directed to serve farmers co-operative elevator companies to obtain loans from the Bank for Co-operatives, created by Congress in the Farm Credit Act of 1933. Time and attention has been given about 44 prospective and actual applicants with 20 applications now filed with the Bank by your Secretary.

**Membership.**—During the year 1933, 51 new members were obtained which, together with 200 renewal memberships received, brought the total of our paid up members to 251 for the year. Approximately 40 members were due or past due six months on Dec. 31, 1933, so that in a way claim could be made of 290 members on that date.

Comparing this record with that of 1932, we find that during that year 36 new members were secured and 185 renewals for a total of 221 paid memberships, an improvement of 30

members during 1933 and an improvement of 43 over 1931, when 25 new members and 193 renewals were enrolled.

**Warehouse and Fidelity Bond Department.**—310 warehouse bond applications were handled in 1933. This is an increase of two over 1932 and 22 over 1931. Total premiums involved in the 1933 list is shown at \$10,180. Your Secretary is rather elated at being able to make this showing.

**Claims.**—The claims of farmers and independent elevators of North Dakota and other states against the old United States Food Administration Grain Corporation still remain unpaid. It will be remembered that your organization proposed to carry on the battle for recovery of these monies, which were advanced by the farmers and independent elevators for the United States Grain Corporation during the World War, without attempting to obtain from the claimants any funds with which to carry on the fight. Your Secretary practically pauperized the Ass'n in this attempt and while he has not yet conceded defeat, he has been unable to spend either time or money on this project during the last two years, except on several occasions, but it is now hoped that a contact has been made which should be successful and without the expenditure of very much money on the part of your organization.

**Claims on fidelity bonds** have in the past ten months been negligible in that only one case has come to our knowledge during the period mentioned, which very recently occurred, but it is your Secretary's earnest conviction that every farmers and independent elevator company should be more concerned than they have been in the past in obtaining reliable independent audits every year. In fact, every three months, or at least twice a year. Such audits should be more than a mere checking of the book records of the elevator company. We have no desire in voicing this observation to have it understood that we are suspicious of the management of farmers and independent elevators as a class.

SECY LEE referred to his eventually successful efforts to have the law in the Agricultural Adjustment Act that prohibited the shipment to market of stored wheat set aside in cases where the farmer owning the grain was willing to have it moved out to a terminal for storage. He suggested that a great saving could be effected if the members of the Ass'n would buy their merchandise for resale thru an agency of their own.

PRES. CONOWAY appointed the following com'tes: Resolutions, D. J. Hennessey, Reynolds; Axel Suder, Wing; S. J. Adkins, Cando; Julius Johnson, Battle View; W. H. Voeltz, Mott; and credentials, Oscar Eidem, Stover; E. L. Enos, Ypsilanti, and August Arndt, Foxholm.

MR. GROOM, executive sec'y of the Greater North Dakota Ass'n, told of the growth of the grasshopper menace, pointing out that unless ef-

fective action was taken 13,000,000 acres would be badly infested in the Great Plains area next season.

Employment and labor conditions of the proposed code for country grain elevators came up for discussion. To assemble the varied opinions expressed for the benefit of the resolutions com'te Hub Garvert of Martin, was appointed a com'te of one.

ROBERT H. BLACK, federal grain supervisor of Minneapolis, Minn., led a discussion on what effect the proposed changes in federal grades would have on the country grain elevators.

S. W. THOMPSON, pres. of the Missouri River Diversion Ass'n, declared that the proposed dam and huge basin near Garrison are feasible.

OFFICERS ELECTED for the ensuing year are C. H. Conoway, Matt Bayer, Regent; J. A. Buchanan, Buchanan, and C. M. Guss, Wolford, directors. The directors renamed Mr. Conoway pres. and L. S. Burgum vice pres. They chose Minot as the place for the next annual meeting.

Local problems were discussed at a round table talk.

GOVERNOR WM. LANGER brought the meeting to a close with his address outlining plans for a rebirth of the state economically, with a view to making it practically self-sustaining and free from the clutches of exploiters outside.

No set banquet was given, those present being entertained at the 51st annual Firemen's Ball and at amateur boxing contests in the Elks' Home.

### For Bulk Handling in California

Chester Rose has been appointed to head a com'te to study and report a method of changing from sack to bulk handling of wheat in Butte County, California, a movement sponsored by the Shasta Union Grange, according to reports from Chico, Cal.

Mr. Rose says: The cost of storage at the present time is about 8½ cents a sack, or more than the cost of elevator installation. Last year we paid about 10 cents for sacks, and the money went to Calcutta for jute and to San Quentin for convict labor.

We can expect that next year we will have to pay for sacks about 13½ cents. Grain in bulk can be handled much more cheaply than in sacks. Elevators will be serviceable for several years, but new sacks have to be provided for each crop.

Federal agri. exp. stations at 18 points in the West may be closed July 1, the usual appropriation of \$200,000 having been omitted. Too bad that will reduce grain production.

The 15% reduction in the wheat acreage planned by the Sec'y of Agri. has not been attained in the winter wheat sections and when the spring wheat crop is seeded the U. S. A. may have an increase instead of a decrease.

Officers and members of defunct ass'n's are liable for the salary of the sec'y under a decision by the court in favor of the administrator of the estate of Bernard F. Nigh, giving judgment against the Michigan-Ohio-Indiana Coal Ass'n for \$5,524.25 back salary. A receiver was appointed for the Ass'n to collect back dues from 850 coal retailers, operators and jobbers.

A profitable scheme for farm relief was recently disclosed in the senate's investigation of ocean mail subsidies. In fact it was shown that officials of the American Farm Bureau Federation had offered for \$100,000 to put on a propaganda campaign among the farmers of the country in behalf of shipping companies which are fighting to retain lucrative ocean mail contracts. This should prompt every Congressman to scrutinize each protest or petition to learn its inspiration.



C. H. Conoway, Starkweather, N. D.,  
Re-elected President



# Field Seeds

**San Francisco, Cal.**—Fred Elbeck, seedsmen, died Feb. 1.

**Minot, N. D.**—The 5th annual state seed show will be held here Feb. 21 to 23.

**Fargo, N. D.**—H. A. Nelson of Fargo has been elected pres. of the North Dakota Seed Trade Ass'n.

**Carthage, Ill.**—The Lee Huey Seed Co. will remove its business from Plymouth to Carthage to provide for expansion.

**Adel, Ia.**—A seed store has been opened here by the Central Iowa Seed Co., with Frank Bilderback as local manager.

**Carroll, Ia.**—The Sioux City Seed Co. has opened a warehouse here in charge of C. H. Clark to give retailers better service.

**Penn Yan, N. Y.**—The Walker Bin Co., manufacturing fixtures for seed stores, has been placed in voluntary bankruptcy.

**Keokuk, Ia.**—A marauder threw a brick thru a window and entered the warehouse of the Northwestern Seed Co. one night recently.

**Jefferson, Ia.**—Under the management of M. H. Seery of Churdan a branch seed store has been opened here by the Central Iowa Seed Co.

**Columbus, O.**—John C. Cannon, of Washington C.H., was elected pres. of the Ohio Seed Improvement Ass'n at the annual meeting here.

**Spokane, Wash.**—Mrs. B. F. Ellis, a seed packer employed by the Inland Seed Co., was injured recently by a fall in the elevator shaft at the plant.

**New Haven, Conn.**—Frank S. Platt died Jan. 30, aged 85 years. In 1931 he retired from the Frank S. Platt Co. that he had formed in 1887.

**Washington, D. C.**—The bill appropriating \$34,000,000 for seed loans and \$1,000,000 for feed loans has been approved by the House com'te on agriculture.

**Spokane, Wash.**—Joe Zeb, head of the Moscow-Idaho Seed Co., advises that his suit in superior court at Colfax, over seed peas retained by a contract grower, has been settled. The grower, Charles Starwalt, paid the company \$1,000 and the suit was withdrawn.—F. K. H.

**Olympia, Wash.**—The special session of the legislature tacked an emergency clause onto a majority of bills passed, so that they became effective as soon as signed. They omitted, however, to put an emergency clause on the bill regarding the sale of diseased and pest-infected seed. That law now will not go into effect until April 12, before which time all the bad seeds probably will have been sold and planted.—F. K. H.

**Timothy hay** was known as herd-grass until a man by the name of Timothy Hansen introduced it into Maryland.

**La Junta, Colo.**—The La Junta Seed Co. has been established here by the La Junta Milling & Elevator Co., with L. S. Mahoney, B. M. Bush and Alfred Stimson in charge.

**Santa Barbara, Cal.**—Fred F. McCrea, pres. of the Henry Fish Seed Co., has changed the name of the company to McCrea Seed Co., the ownership remaining the same.

**Humboldt, Ia.**—The Iowa Co-operative Grain Co., which is starting several distributing stations for field seeds, has selected Humboldt as a distributing point, according to Sec'y G. Beals.

**St. Louis, Mo.**—Frederick S. Plant, vice pres. of the United States Seed Co., died Feb. 1, aged 68 years. He retired 10 years ago from the Plant Seed Co. that he had organized.

**Fort Dodge, Ia.**—The Gamble Stores, Inc., operating about 250 stores in the Northwest, contemplate handling seeds and hay in connection with their hardware and accessory business.

**Leesburg, Fla.**—The Butler Growers Supply Co. has been incorporated to deal in seeds. The capital stock is \$5,000, and the incorporators are J. H. Butler, C. N. Mahoney and K. M. Butler.

**Corpus Christi, Tex.**—Francis C. Stokes & Co. has been incorporated with \$10,000 capital stock, to deal in seeds and plants. The incorporators are Robert M. and Mary E. Currie and Walter H. Baxter, Jr.

**Dauphin, Man.**—Wm. Murray, a farmer of this place, is reported to have developed a new variety of corn maturing earlier than other varieties, that has been given the approval of the Department of Agriculture at Ottawa.

**Kalispell, Mont.**—Seed peas from the 1933 crop have been shipped to the eastern markets, according to C. C. LeSuer, well-known seed merchant. Contracts for next year's crop will be forwarded to the growers soon.—F. K. H.

**Oklahoma City, Okla.**—At the recent annual meeting of the Oklahoma Seed Dealers Ass'n Frank Keller of Shawnee was elected pres.; Frank O'Bannon, of Vinita, vice pres., and H. E. Gresham, of Oklahoma City, re-elected sec'y-treas.

**Salina, Kan.**—Chas. Henning, a former partner in the Kansas Seed Co., is charged with having taken alfalfa seed valued at \$339 from the seed company and, with the aid of Cecil Akins, selling it to Frank Weeks, a storekeeper at Assaria.

Malting varieties of barley are increasingly in demand for seed. It is realized that more than ordinary care must be taken to select seed adapted to the locality and that will produce the special quality for which maltsters pay a premium.

**Fort Collins, Colo.**—The Toliver-Kinney Co. has engaged in the seed business in a building adjoining its present quarters, by employing as manager Guy Smelser, and purchasing his seed stock and equipment.

**Appropriations** for the U. S. Department of Agriculture under the budget submitted to the president are \$57,388,062 for the coming fiscal year, against \$100,000,000 for the current fiscal year. The appropriation for investigations in foreign seed and plant introduction is \$143,297, against \$163,574.

**Ames, Ia.**—Ronald M. Wilson of Sac City was awarded first prize for the best 1933 yield of corn in north central Iowa per acre, 60.37 bus. The variety was Early Krug, and open pollinated. In the regular hybrid class Harry Turner of Grand Junction came first with 84.7 bus. per acre.—A. T.

**Marion, S. D.**—If farmers had the buying power there would be a good demand for good seed oats as well as good barley (malting barley); but under the circumstances will have to use country run grain, whatever seems fit. It does appear, tho, that many will be almost unable to even buy seed.—W. H. Borman.

**Dallas, Tex.**—Twenty seed growers made application for licenses to sell certified seed recently before the Texas State Seed and Plant Board; and later met at the Baker Hotel and formed the Texas Certified Seed Growers Ass'n with R. A. Gorham of Waco as temporary chairman and Dr. E. P. Hambert of College Station as temporary sec'y.

## Seed Movement in January

Receipts and shipments of seeds at the various markets during January, compared with January, 1933, in bushels, except where otherwise noted, were as follows:

	Receipts		Shipments	
	1934	1933	1934	1933
<b>FLAXSEED</b>				
Chicago	63,000	120,000	.....	5,000
Duluth	22,860	75,331	51,767	212,208
Ft. William	1,844	24,033	1,200	.....
Milwaukee	.....	2,800	.....	1,430
Minneapolis	141,350	328,940	125,900	172,840
New York	107,000	20,000	.....	.....
Portland, Ore.	6,944	9,086	.....	.....
Superior	146	1,314	36,217	31,610
<b>KAFIR AND MILO</b>				
Amarillo	42,900	20,200	26,000	7,800
Hutchinson	16,900	28,600	.....	.....
Kansas City	173,600	133,000	127,400	107,800
Los Angeles	52,000	46,800	.....	.....
New Orleans	.....	2,600	.....	.....
Wichita	7,800	1,300	2,600	1,300
<b>CANE SEED</b>				
Amarillo	10,400	7,800	1,300	.....
Ft. Worth	7,800	1,300	.....	.....
Kansas City	28,750	8,050	.....	1,150
Wichita	.....	5,200	.....	1,300
<b>SORGHUMS</b>				
Cincinnati	.....	1,400	.....	.....
Ft. Worth	169,400	144,200	47,600	28,000
<b>CLOVER</b>				
Chicago, lbs.	873,000	418,000	437,000	317,000
Milwaukee, lbs.	178,270	83,400	199,755	13,625
New York, lbs.	.....	.....	1,067,520	.....
<b>TIMOTHY</b>				
Chicago, lbs.	496,000	894,000	770,000	575,000
Milwaukee, lbs.	.....	46,687	88,310	12,625
New York, lbs.	.....	.....	.....	34,232

## SEED GROWERS HARBIN LESPEDEZA

Offers good profits for you.  
THE NEW ACID SOIL LEGUME FOR  
NORTHERN STATES.  
Ask for Illustrated Circular.  
PRATT SEED FARMS, Roseville, Ill.

## SEED CORN

Hand Picked, Sorted, Butted and Tipped—90% to 100%  
Germination. Car Lots or Assorted Car Lots.  
White Pearl, Silver Mine, Red Cob White, Reid's Yellow Dent,  
Leaming, Gold Mine.  
Sugar and Sweet Corn — several varieties.  
Good Quality—Prices Very Reasonable

COUNCIL BLUFFS SEED CO., Council Bluffs, Ia.

## Directory

### Grass and Field Seed Dealers

**CONCORDIA, KANS.**  
The Bowman Seed Co., wholesale field seeds.  
**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.  
**KANSAS CITY, MO.**  
Rudy-Patrick Seed Co., field seed merchants.  
**MEMPHIS, TENN.**  
Russell-Heckle Seed Co., carlot buyers-sellers field seeds.  
**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.  
**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.



C. E. Canterbury of Cantrall, Ill., won three of the six championships in small grains at the annual Illinois seed grain show at the University of Illinois, for his clover seed, soft red winter wheat and soybeans.

**Spokane, Wash.**—John Anderson of the Inland Seed Co. predicts an active season in the pea-growing industry of the Inland Empire. Most of the growers, particularly those who raise commercial peas for splitting, had a much better year in 1933, due to a shortage of peas in the middle west. Growing contracts for 1934 have not yet been issued as the price for the season has not been fixed. It is expected, however, to contract fully as large this year as last.—F. K. H.

## Wisconsin Pedigree 38 Still Leading Barley Variety

From the standpoint of lowest-cost yields and highest quality grain for feeding and malting purposes, Wisconsin Pedigree 38 is still the best variety of barley for Illinois. It has maintained its leadership in further comparisons made both at Urbana and DeKalb by George H. Dungan and W. L. Bur-lison.

Illinois has grown an average of 336 thousand acres of barley annually during the past ten years, but most of the available varieties have been developed in states north of Illinois. The object of the comparisons is to find those varieties best adapted to Illinois. A low-cost yielder that at the same time is excellent in malting quality is sought.

Comparative acre-yields of the different varieties at Urbana and DeKalb are as follows:

Variety	Urbana bu.	DeKalb bu.
Trebi	60.2	47.3
Wisconsin Pedigree 38	54.6	52.2
Spartan	50.6	45.5
Velvet	46.0	44.6
Glabron	45.0	44.6
Wisconsin Pedigree 5 (Oder-brucker)	44.5	41.6

Yields are higher on the Urbana field mainly because the soil is maintained at a higher level of fertility and not because the climate of the central section of the state is any better, or even as good, for barley as that of northern Illinois.

## Imports of Seeds

Imports of forage plant seeds during January and during the seven months prior to Feb. 1, compared with the seven months prior to Feb. 1, 1933, as reported by the Bureau of Plant Industry, have been as follows:

Kind of seed	January 1933		July 1, 1933, to Jan. 31, 1934		July 1, 1932, to Jan. 31, 1933	
	(lbs.)	(lbs.)	(lbs.)	(lbs.)	(lbs.)	(lbs.)
Alfalfa	12,800	1,977,000	76,600	667,800	5,200	8,300
Bluegrass, Canada	27,100	219,700	606,200	1,162,600	1,700	1,700
Clover, crimson	5,000	5,100	5,100	1,700	1,700	1,700
Clover, white	421,000	374,500	4,316,700	3,796,300	3,796,300	3,796,300
Orchard grass	118,200	84,100	380,000	309,600	309,600	309,600
Rape, winter	100	100	21,700	13,900	13,900	13,900
Ryegrass, English	33,000	3,134,000	1,650,200	1,650,200	1,650,200	1,650,200
Ryegrass, Italian	100	100	269,700	269,700	269,700	269,700
Vetch, hairy	33,000	3,134,000	1,650,200	1,650,200	1,650,200	1,650,200
Vetch, Hungarian	100	100	269,700	269,700	269,700	269,700
Vetch, spring	33,000	3,134,000	1,650,200	1,650,200	1,650,200	1,650,200
Bentgrass	600	5,300	12,800	37,100	37,100	37,100
Bromegrass	1,100	1,100	1,100	1,100	1,100	1,100
(not awnless)	1,100	1,100	1,100	1,100	1,100	1,100
Clover, bur.	1,100	1,100	1,100	1,100	1,100	1,100
Clover, suckling	1,100	1,100	1,100	1,100	1,100	1,100
Dog's-tail, crested	700	1,300	9,600	5,400	5,400	5,400
Fescue, chaff	168,000	724,000	554,200	554,200	554,200	554,200
Fescue, chewing's	6,500	51,500	59,400	157,600	157,600	157,600
Fescue, other	4,600	2,000	4,600	2,000	2,000	2,000
Grass, an'l mead.	5,000	1,500	10,700	3,700	3,700	3,700
Grass, carpet	5,000	1,500	10,700	3,700	3,700	3,700
Grass, dallis	5,000	1,500	10,700	3,700	3,700	3,700
Grass, rescue	5,000	1,500	10,700	3,700	3,700	3,700
Grass, Rhodes	5,000	1,500	10,700	3,700	3,700	3,700
Grass, rough-	5,000	1,500	10,700	3,700	3,700	3,700
stalked meadow	3,200	58,600	248,000	148,000	148,000	148,000
Grass, velvet	1,900	2,200	2,300	3,300	3,300	3,300
Grass, wood mead.	1,900	2,200	2,300	3,300	3,300	3,300
Peas, winter field	2,712,100	2,712,100	2,712,100	2,712,100	2,712,100	2,712,100
Trefoil, yellow	2,000	2,000	2,000	2,000	2,000	2,000

## Working for Pure Seed in Indiana

Twenty-six weed and seed schools were held during the winter months of 1932-33 in Indiana with an attendance of 1,158. The schools included a morning and afternoon session. The purpose of the schools is to give information to farmers and seed dealers regarding weed seeds, seed selection, seed cleaning and seed laws.

All lectures were illustrated with slides and actual laboratory work given. Eight general weed meetings were held as follow-up work to point out factors effecting producing clean seed and roguing out weeds.

Two exhibits relating to the use of pure seed were shown, one at the Indiana State Fair and the other during the Agricultural Conference at Purdue. One hundred and eight weed seed pictures were made and sent to county agents for displays in advance of weed and seed schools.

## Superior Corn Varieties

Reid Yellow Dent in Central Indiana and Johnson County White in Southern Indiana, the two most popular corn varieties in the state, have again demonstrated their superiority for good Indiana corn land in 29 tests made in 21 counties this year by leading corn growers co-operating with their county agents and Purdue University.

Averages of results show that the Indiana type of Reid Yellow Dent outyielded the smoother type of the same variety grown in states farther west, and that the average moisture content of the two types at husking time was practically the same. Early varieties such as Woodburn Yellow Dent, Clement's White Cap, and others, as a rule yielded less than the later maturing corn in Central and Southern Indiana, altho showing up well in the north and north central counties. The only varieties consistently outyielding the leading Indiana varieties were Hoosier Hybrid, and Johnson County White No. 1, two hybrids developed by corn breeders at the Purdue Agricultural Experiment Station.

## Hybrid Seed Corn Available

In order to give buyers some protection, a system of seed certification has been worked out by the Iowa Agricultural Experiment Ass'n. It is now possible to buy certified hybrid seed.

To be certified, a hybrid must have been compared with other corns in the Iowa state yield test and it must have yielded at least 10 per cent more than the best open-pollinated strains with which it was compared in at least 2 years out of the past 5. Furthermore, the yield and lodging resistance together must exceed the better open-pollinated strains by at least 25 per cent.

The field in which the hybrid seed is produced must be inspected at the time of de-tasseling to make certain that not more than 1 per cent of the female parents are shedding pollen and also to make certain that the fields are sufficiently isolated to prevent serious contamination.

The seed is inspected after it is shelled to make certain that it is good quality and germination. A blue tag is available to be attached to bags of certified hybrids.

The latest plan from Washington to compel a reduction in the production of cotton calls for a licensing of every grower and taxing every pound gained in excess of 9,000,000 bales at least 5 cts. a pound. Cotton planters of foreign lands would be delighted with such autocratic limitation.

## Economical Treatment of Seed

For years grain growers have breathed disagreeable, nauseating dust disinfectants; have worried over the danger of injuring the seed with liquid treatments; and have put up with irregular stands and damaged drills—all these were counter necessary evils of seed treatment. Now, Improved Ceresan eliminates all this worry and inconvenience from seed treating and makes it cleaner, safer, and more profitable. No disagreeable sickening dust; no swollen or injured seed; no drill damage for the farmer who uses New Improved Ceresan. And the most remarkable thing of all is, that it costs the grower only 1½ to 2½ cents per bushel!

The loose and covered smuts of oats, as well as stinking smut or bunt of wheat, covered smut and stripe of barley, all are controlled by the same treatment, with this new ethyl mercury phosphate.

It is a dust treatment—no wet, swollen grain to handle. When applied by the rotary treater method, there is no disagreeable dust in the air to be breathed. Due to its smoothness it does not reduce the planting rate. For the same reason it can not cake or clog in the drill or cause excessive wear or drill breakage. In the absence of a regular seed treater, it can be applied with a scoop shovel. The measuring spoon in each can helps to avoid guesswork and wasting of the dust.

New Improved Ceresan usually improves the stand and yield of grain. In 11 farm tests in Illinois on 7 varieties of oats, New Improved Ceresan treated seed gave nearly 11 per cent better stand than the untreated seed. In these and other tests, the treated seed out-yielded the untreated by 2.84 bus. per acre, or nearly 10 per cent.

The Corn Industries Research Foundation has chosen the following new officers: Geo. M. Moffett, pres.; Donald K. David, vice-pres., and Pendleton Dudley, sec'y. Dr. H. E. Barnard has retired as director. Headquarters will be maintained at New York.

## CHOICE OATS

### Country run 2 White Oats

1932 Recleaned 35-lb. 2 White Oats. 38-lb. and 36-lb. Clipped Oats. Oats Suitable for Seed. White, Red, Burts, Mixed, Bulk or Sacked.

## EVANS ELEVATOR CO.

Established 1904

DECATUR, ILLINOIS

## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

Clover and Timothy Seeds  
GET IN TOUCH WITH US

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



## Redwing and Bison Flax for Iowa

Redwing and Bison flax seem to be the two best varieties of flax for Iowa soils and climatic conditions, according to L. C. Burnett, research professor in farm crops at Iowa State College.

Redwing will probably be more satisfactory when every condition of good flax culture cannot be met—when sowing must be delayed a few days, or the crop must be grown on other than heavy soils, or on fields where summer weeds may be a factor. It matures earlier than Bison.

Bison's resistance to rust and wilt is excellent, but it does not stand hot weather at flowering time very well. Redwing is also good in resistance to rust, and is sufficiently resistant to wilt to warrant its use wherever crop rotation is practiced.

## Plumpness in Oats No Key to Hull Amount

How much hull there is in a sample of oats cannot be judged by the plumpness of the kernels. This was shown by tests made by the Minnesota Agricultural Experiment Station, which in 1930, '31 and '32, tested several recommended varieties of oats to determine hull percentages.

There was very close agreement between results from tests at University Farm and at Crookston, the average of all tests showing the following hull percentages: Rainbow, 25.1 per cent; Minrus, 26.1; Gopher, 26.6; Iogold, 27, and Anthony, 30.2. The studies were made because of common opinion that varieties with plump-appearing grains, such as Anthony and Gopher, have less hull than those like Minrus and Minota with grains of thinner appearance.

## Annual Statement Tri-State Mutual

The annual statement of the Tri-State Mutual Fire Ins. Co., E. H. Moreland, sec'y, shows an increase in the amount of insurance in force of \$1,375,565, compared with 1932, the amount at risk being \$24,203,330, the largest on record.

Losses during the past year were the smallest in seven years, \$26,344.87. The assets increased \$41,227, and the surplus increased \$27,316. After making reservations for unearned premiums, taxes and reinsurance there remains a surplus to policyholders of \$193,557.56. The assets listing all securities at market value Dec. 31, 1933, aggregated \$302,894.19. Since organization in 1902 this company has never failed to pay a dividend, in fact the total dividends returned to policy holders amount to \$781,296.75.

At the annual meeting Jan. 16 E. H. Sexauer of Brookings, S. D., was elected a director in place of W. Z. Sharp, deceased. John Barton of Sioux Falls, S. D., was elected treas.

## Draft Bond Insurance Rates Come Down

A reduction in both the premium rate on draft bond insurance and in the minimum deposit premium required, is announced effective Feb. 1, by Wirt Wilson & Co., the only ones now said to underwrite this class of risk.

This type of insurance protects the proceeds from drafts from loss in any way, which is something that is not accomplished by the bank deposit guarantee law.

Hereafter the rate will be 10 cents per thousand dollars of all drafts drawn and the annual minimum and deposit premium will be only \$25. At this new rate a million dollars in drafts may be insured for the small cost of only \$100. Thousands in the grain trade who have been using or wanting to use this protection will welcome this reduction.

## Static Electricity as a Source of Fatal Sparks

By CHESTER J. ALGER, Chicago

Static electricity is produced in industrial plants manufacturing food products by the operation of such equipment and machinery as transmission belts, pulleys, reels, bucket elevators, pneumatic conveying and dust collecting systems including spouting and fans, and in some instances, it is developed in grinding mills.

In our corn products industry, safety inspectors carry with them for the purpose of locating static electricity a minerallac "statiscope" manufactured by a Chicago concern. This is a very sensitive instrument, and when static electricity charges are discovered, we proceed to eliminate them by proper grounding. For example, should a charge be located on a belt, we install a ground brush on the upper and lower runners of the horizontal belt at a point about 18 inches to two feet after the belt has run around the pulley; in some instances, it is necessary to ground the shafting.

Other static electricity producers such as reels, bucket elevators, fans and dust collecting systems should be grounded to building steel or water lines by the use of a flexible stranded copper cable, both ends of the ground wires soldered in position.

It may be of interest to mention an experience relative to static electricity being discovered on the wooden frames of a set of reels. All the usual and customary means of grounding to discharge the static electricity were employed without success, and as a final resort the complete wooden reel housings were painted with aluminum paint which, due to its metallic base, completely dissipated all traces of static electricity after the painting had been done.

## Construction Code Approved

The code for the construction industry was approved by the President Jan. 31 and will become effective Feb. 27.

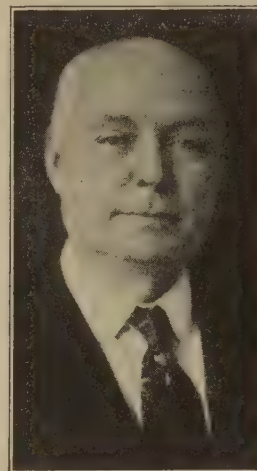
Every form of building, including grain elevators and flour mills, roads and skyscrapers, is covered by the code.

Twenty members will constitute the code authority, headed by a presidential appointee; and with the aid of supplementary regional boards will iron out differences between competing builders. The planning and adjustment board will take steps to end labor union trouble. Success to it.

Inclusion of commodity exchanges in the legislation being drafted to regulate the security exchanges has been asked by Pres. Roosevelt.

## 50 Years of Continuous Service

On Feb. 1st, James T. Sharp, president of the Mill Owners Mutual Fire Insurance Co. of Iowa, Des Moines, completed his fiftieth year of continuous service with his company, a career which is believed to be unique in the insurance annals of the state and matched in but few instances in the history of insurance. It was on Feb. 1, 1884, that Mr. Sharp became officially connected with the Mill Owners Mutual and he has served the company continuously since that time.



Jas. T. Sharp, Des Moines, Ia.

This notable career was formally recognized recently, when Mr. Sharp was feted at a banquet by his fellow officers, directors, and employees of the company, a number of leaders in the mutual fire insurance field, and many leading citizens of Des Moines and the state of Iowa. During the banquet Mr. Sharp was presented with a gold plaque by his organization in recognition of his long career and as an expression of the high esteem in which he is held.

His father, J. G. Sharp, organizer and president of the company, which had begun business in 1875, drafted his young son as his assistant, which meant being a combination office boy, bookkeeper, fieldman and inspector. Previously, young James had been in charge of his father's flour mill at Wilton Junction, Iowa, since he was 17. Even during this period he was connected with the Mill Owners Mutual—in an unofficial capacity—as he toiled over the company's books of evenings with his father.

Mr. Sharp, upon becoming officially connected with the Mill Owners Mutual, acted as general assistant to his father for eight years, and in 1892 was elected to the office of assistant secretary. He continued in this capacity until 1909, when, following the death of his father, he was elected secretary and manager, in which position he served until 1928, when he was elected to the presidency of the company. Mr. Sharp is still in active service in that office, after a half century of continuous service.

During this half century of Mr. Sharp's connection with and leadership of the company, the Mill Owners Mutual has grown from a small, local organization to its present status, with policyholders from coast to coast, including many of the leading manufacturing and commercial establishments in the United States and Canada.

Operating largely under the allotment method, we expect by the end of 1934 to have pared 20 million acres, piece by piece, out of our national corn acreage; 15 million acres out of cotton; 7½ million acres out of wheat, and a half-million acres out of tobacco. Add it up, and it comes to 43 million acres of the United States to be taken out of commercial, competitive production, under the voluntary allotment method, farm by farm, pro-rata, by the end of this year.—H. R. Tolley, Asst. Administrator A. A. A.



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## Cars Leaking Grain at St. Louis

R. R. DeArmond, supervisor of weights and samples of the Merchants Exchange, reports that during 1933 out of a total number of 25,470 cars inspected 550 were leaking at grain door, 157 leaking over grain door, and 1,341 leaking thru car.

The Exchange has deputy car inspectors, stationed at all inbound hold track inspection yards recording physical defects, and seal records; a certificate of records going to the consignee.

Should the cars be unloaded under Exchange supervision, an additional inspection is made on arrival at the unloading plant. Every safeguard is thrown around grain arriving at the St. Louis and East St. Louis markets.

The certificates of the Exchange are recognized by the railroads in the matter of honoring claims for shortages.

## Cars Leaking Grain at Minneapolis

State Weighmaster H. A. Dahlquist of the Minnesota State Weighing Department reports that during 1933 his department weighed in 75,019 cars of grain, of which 2,241 were leaking. Some were leaking in more than one place, in fact, the total leaks discovered numbered 2,292. Cars leaking at the grain doors numbered 1,310; leaking ends 242; leaking sides 566, and leaking bottoms 174.

The inspection of many cars disclosed conditions not favorable to the delivery at destination of the full amount of grain loaded into the cars. In fact, 140 cars arrived without seals; 123 cars had broken seals; 51 cars had open doors; one had no doors at all; 52 other cars had broken fastenings; 8 had no fastenings; 140 cars were patched, and 15 possessed leaky linings.

While this report shows considerable improvement over the conditions of cars arriving some years ago, still it is very emphatic in its call for better coöperation and the more general use of heavy paper car liners to increase the chances of delivery of the entire load at destination.

The advantage of using seals has become so generally recognized, that few shippers today are willing to forward a car without sealing the doors. The seals are so inexpensive and so easily obtained, it seems criminal for any shipper to entrust his property to a car without closing and sealing every opening.

## Over \$46,000,000 Loaned on Corn

Commodity loans disbursed by the Commodity Credit Corporation at the close of Feb. 2 totaled \$58,240,123.40 for cotton, and \$46,347,021.11 for corn. In addition to the loans on cotton, the corporation had disbursed \$31,937,320.64 to growers as option advances on government-held cotton.

Disbursements of corn loans were made from a total commitment of \$150,000,000 made available to the Commodity Credit Corporation by the Reconstruction Finance Corporation for the purpose of loaning to farmers at the rate of 45 cents per bushel on the farm against merchantable corn properly stored and warehoused. Repayments to date total \$3,017.86, and \$103,656,000 remains available for disbursements. Various lending agencies of the Reconstruction Finance Corporation on Feb. 2 had disbursed \$46,347,021.11.

Corn under seal on Feb. 3 in the various states for loans in the following approximate amounts: Illinois \$15,000,000; Iowa, \$36,000,000; Nebraska \$12,000,000; South Dakota \$2,000,000; Kansas \$1,000,000; Indiana \$1,000,000; Colorado \$1,000,000; Minnesota \$1,000,000.

Loans on corn also are being made by banks and other private lending agencies, but figures are not available on the amounts of loans extended to date through these agencies.

## Wheat Price Fixing in France a Fiasco

The president of the National Ass'n of French Millers has written a letter of protest against the law fixing the price of wheat, informing the minister of agriculture that the law is unworkable. Millers and dealers, he states, must go into bankruptcy or violate the law, the latter alternative being easy since the means of control are inadequate.

Farmers are unable to find buyers except at prices much below that required by law to be paid. Fraud is rampant. Flour and bread prices being fixed on the basis of the legal price for wheat is enabling unscrupulous millers to make large profits at the expense of the public, and the impractical regulators meet another Waterloo.

During the last eight weeks the visible has decreased approximately 21 million bushels. It is figured that to bring the visible down to 80 million bushels by the end of the season, which would be the smallest in six years, an average decrease of only two million bushels a week is required, whereas the rate of decrease for the last few weeks has been substantially in excess of that amount.—Hurlburt, Warren & Chandler.

## Books Received

**PRICE DIFFERENTIALS IN WHEAT FUTURES** Between Kansas City and Chicago is a study of the influences that affect the difference in prices between the two markets, such as the economic limit imposed by the shipping charge and the movement of grain from one market to the other. By Raymond William Baldwin, paper, 46 pages; the University of Chicago Press, Chicago; price 75 cents.

**TRAMP MATERIAL IN FEED GRINDERS** gives a brief description of each of 53 explosions in feed grinding plants, calling attention to the importance of installing equipment to separate the tramp iron from the material to be ground. The same pamphlet recounts several cases where feed millers were defendants in suit for damages on account of tramp iron in feed that caused the injury or death of farm stock. Copies can be obtained by applying to The Mutual Fire Prevention Bureau, Chicago, Ill.

**WORLD'S GRAIN EXHIBITION AND CONFERENCE** contains a complete list of the many who had contributed to the success of the Regina exhibition July 24 to Aug. 5, complete list of awards, all of the 61 papers on economic subjects read by scientists, farmers and grain handlers and statisticians, including "Operation of Country Elevators," by C. E. Hayes, of the Northwest Grain Dealers Ass'n; "The Place of the Grain Exchange in the World's Wheat Market," by A. E. Darby, Grain Exchange, Winnipeg; "The Wheat Problem of Russia," by Professor V. P. Timoshenko, Ann Arbor, and "Transportation and Storage of Export Grains," by S. T. Smith of the Winnipeg Grain Exchange. Cloth, 479 pages, indexed, illustrated, published by the Canadian Society of Technical Agriculturists, Ottawa, Ont., \$2.75.

**STATISTICS OF CORN FUTURES:** The U. S. Department of Agriculture announces the publication of the second of the series of statistical bulletins on corn futures prepared by the Grain Futures Administration. The bulletin is entitled, "Corn Futures: Volume of Trading, Open Commitments, and Prices from Jan. 2, 1930, to Dec. 31, 1932." Statistical Bulletin No. 43-S. The publication records the daily volume of trading, daily open commitments, and daily opening, high, low, and closing prices of corn futures on the Chicago Board of Trade; volume of trading by months, crop years and calendar years for all corn futures markets; graphic charts for the Chicago May corn futures for the 3-year period; and other statistical data of value to all interested in the grain futures market. The new bulletin (99 pages), which supplements Statistical Bulletin No. 34-S, containing similar statistical data for the years 1921 to 1929, may be procured for 10 cents a copy from the Superintendent of Documents, Washington, D. C.

## Fumigants for Foods

By E. A. BACK, in charge, Stored Product Insect Investigations, U. S. Dept. of Agri.

Being about 1.7 heavier than air, and slower in action than hydrocyanic acid gas, the ethylene oxide-carbon dioxide mixture has not proved so satisfactory as a fumigant for large food warehouses and manufacturing plants which are often fumigated as single units. Many of these buildings are not tightly constructed and will not hold a heavier-than-air vapor long enough, at the concentration desirable, to penetrate the commodity, and kill the insects before leakage so reduces the concentration that the fumigant becomes inoperative.

All said and done, one cannot deny that hydrocyanic acid gas is peculiarly valuable because it kills insects quickly and has a place in insect sanitation in large buildings and manufacturing plants not yet attained by any other fumigant except, in a few instances, chloropicrin.

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The Mutual Fire Prevention Bureau, Chicago, recommends Pyroil as a Fire Preventive, to all policyholders. The Grain Dealers' National Fire Insurance Company, Indianapolis, says Pyroil will lessen power consumption, bearing trouble, lubrication costs and eliminate fire dangers.

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## Grain Carriers

Grain and grain products were loaded into 31,694 cars during the week ending Jan. 27, compared with 25,324 during the like week of 1933, as reported by the American Railway Ass'n.

The new rules relating to guaranty or prepayment of freight charges on carload shipments stopped in transit for partial unloading are objected to by the Chicago Ass'n of Commerce, when the shipper has a good credit rating.

**Washington, D. C.**—Regulation of highway transportation to the same extent as railroad transportation is approved by the Interstate Commerce Commission in a report made Feb. 1 to the house committee on interstate and foreign commerce. Sure that will add another army of tax eaters to its force.

**Salem, Ore.**—The state public utilities commissioner is expected to issue an order soon prescribing the rates on grain from Eastern Oregon to Portland, to make effective court rulings in the suit brought by the Wasco Warehouse Milling Co., and for rebates amounting to \$300,000 on cars shipped since 1924. The shippers are entitled to the lower intrastate rates, under the decision.—F. K. H.

**Portland, Ore.**—Various grain interests at points adjacent to the Columbia river are urging the construction of large locks on the Bonneville dam, so that sea-going vessels may reach The Dalles, Ore. It is asserted that the development would result in reduced freight rates on wheat from the Inland Empire and would be the first step in the opening of both Columbia and Snake rivers to Lewiston, Ida.—F. K. H.

**Car shortages** have been eliminated in the last nine years, the average daily shortage being only 1,047 cars in 1924, 443 cars in 1925, 286 cars in 1926, 169 in 1927, 42 cars in 1928, and 64 cars in 1929. There was not a single car shortage in 1930, 1931 or 1932. In the year 1920, there was an average daily freight car shortage of 81,592 cars. This means that every day, on an average, during that entire year, there were demands for 81,592 freight cars which the railways could not furnish at the time the cars were wanted.

Railroads serving drouth areas in Kansas, Oklahoma, Colorado, New Mexico and Texas have been authorized by the Interstate Commerce Commission to make reduced rates on feed for live stock and poultry.

To save the wheat shipper 4 cents per bushel the American taxpayer would have to pay 11 cents in taxation for the proposed St. Lawrence waterway. The tax is certain; the saving in freight very doubtful.

**Washington, D. C.**—Five of the ten commissioners listening to the argument in the grain rate case that opened Feb. 7 had not heard the arguments in the original proceeding. F. P. Gault, for western trunk line railroads, favored that part of the decision in this proceeding which brought the coarse grain rates to the level of the wheat rates and said the Commission should follow that by bringing coarse grain proportionals east of the Missouri River up to the wheat level. For that part of the territory west of the Missouri he said the level of rates should be 110 per cent of the western trunk line scales.

## Rails Permitted to Cut Rates to Meet Truck Competition

The Interstate Commerce Commission in No. 21772, has granted the railroads out of St. Louis permission to reduce rates 50% to meet the competition of highway carriers.

The rate of 21 cents from St. Louis and East St. Louis to Maes Spur, Mo., is to be cut to 9 cents on grain. The rate of 36 cents on grain to Gasconade, Mo., is to be cut to 19 cents. To Lamonte the 52 cent rate is to be cut to 27 cents.

## Trucking Grain to Chicago

During 1933 trucks delivered to Chicago elevators 1,761,000 bus. of grain. The truck receipts of corn were 1,409,000 bus., of wheat 96,000, of oats 220,000, of rye 13,000 and of barley 23,000 bus. This was a small percentage of the total receipts, which amounted to 143,026,000 bus. of all kinds of grain.

Trucking of grain has not made nearly as much headway as trucking of live stock. Omaha received 3,568,430 head of live stock by truck in 1933, and 300,000 trucks brought 2,893,002 head to Chicago.

At Sioux City the live stock trucked in would have filled 50,221 railroad cars, against only 15,802 received by rail.

## Decisions and New Complaints

Before the Interstate Commerce Commission: No. 26170, Cargill Elevator Co. v. Great Northern. By Examiner Charles A. Rice. Recommends reparation of \$60.03, with interest, on finding carload rate, wheat, Kempton, N. D., to Grand Forks, N. D., and reconsigning to Minneapolis, shipped April 21, 1933, unreasonable to extent it exceeded 17.5 cents.

I. and S. No. 3853, grain, St. Louis and East St. Louis to Cairo, Ill. By division 2. Proposed cancellation by the Missouri Pacific, proportional rate, 3 cents, grain, from St. Louis, Mo., and East St. Louis, Ill., when from beyond, to Cairo, Ill., for beyond, not justified. Suspended schedules ordered to be canceled and proceeding discontinued.

No. 25797, Rea-Patterson Milling Co. v. A. T. & S. F., opinion No. 19203, 197 I. C. C. 427-9. By division 3. Dismissed. Rates charged, wheat, Booker, Darrouzett, Spearman, Twichell and Follett, Tex., stored at Wichita, Kan., milled at Coffeyville, Kan., and wheat flour and bran shipped to Lake Charles and Alexandria, La., found applicable on two carloads and inapplicable on seven carloads which were undercharged.

No. 25880, Cargill Elevator Co. v. C. B. & Q. By Examiner R. G. Taylor. Dismissal proposed. Proportional rate applicable east of Milwaukee, Wis., as a factor of through combination rates on grain, from points in northwest territory to Pontiac, Mich., not unreasonable or unduly prejudicial. Complaint alleged that rates charged on six carloads of barley and two carloads of oats forwarded in the period from August 6, 1930, to April 6, 1931, Milwaukee to Pontiac, were unreasonable and unduly prejudicial.

No. 26026, Henneman Grain & Seed Co. v. A. T. & S. F. By Examiner F. A. Clifford. Rates, wheat, Dougherty, Tex., to Amarillo, Tex., thence reconsigning to Kansas City, Mo., and Minneapolis, Minn., unreasonable to the extent they exceeded 40 cents to Kansas City and 57.5 cents to Minneapolis. The examiner said the Commission should also find that there were outstanding undercharges on some of the shipments. Reparation with waiver of undercharges where reparation and other charges found to be due, recommended.

No. 25617, Callari Brothers v. A. A. By division 3. Rates, hay, between points in central and eastern lower Michigan and western Ohio, on the one hand, and destinations in Wisconsin, upper peninsula of Michigan, northern Illinois and border points in Iowa and Minnesota, on the other, not unduly prejudicial. Found for the future that maximum rates, Class C, between points in the two territories prescribed as reasonable in Western Trunk Line Class Rates, 164 I. C. C. 1, shall not be subject to the minimum rate provision set forth at page 210 of that decision.

No. 25254, Chamber of Commerce of Fargo, N. D. v. A. C. & Y., and a sub-number, Dakota Feed & Seed Co. v. C. & N. W. et al. By division 3. Rates, sweet-clover seed, carloads, points in Minnesota and the Dakotas to interstate destinations in the Dakotas, Minnesota, Iowa, Wisconsin, the upper peninsula of Michigan, Nebraska, Missouri, Kansas and Illinois, unreasonable to the extent they exceeded, in the past, the contemporaneous class D rates and for the future to the extent they may exceed the corresponding present rates on flaxseed. New rates to be effective not later than April 21.

No. 25737, Courteen Seed Co. v. C. & N. W. By division 3. Dismissed. Rates, sweet clover seed, points in South Dakota to Milwaukee, Wis., found not to have been unduly prejudicial as alleged. The complaint covered shipments delivered between Dec. 6, 1928, and Oct. 30, 1930. The complainant, the Commission said, relied on Aberdeen Chamber of Commerce v. C. M. St. P. & P., 163 I. C. C. 611, in which it found the rates on sweet clover seed, points in South Dakota to various destinations unreasonable to the extent they exceeded the Class D rates. The Commission said it did not find that the rates there assailed were unduly prejudicial, whereas in the instant case the only allegation was that of undue prejudice.

No. 24706, Pillsbury-Astoria Flour Mills Co. v. G. N. By division 5. Dismissed. Rates and charges, grain, from points in Idaho, Montana, Oregon and Washington, milled in transit at Astoria, Ore., and on the products thereof forwarded to destination points in California, Oregon and Washington, not unreasonable or otherwise unlawful. The Commission said complainant's comparisons failed to distinguish between a direct back haul such as the movement from Astoria to Portland, and the difference in distances permitted in the use of optional routes. The Commission said the record was not persuasive that refusal by the Northern Pacific to permit transit at Astoria was unlawful, involving, as it would, a direct back haul of about 100 miles.

The Millers National Federation committee on grain standards will meet at Chicago Feb. 16 and 17.

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# Feedstuffs

**Buffalo, N. Y.**—The Sunset Feed & Grain Co. has been appointed distributor of Clotrate concentrated cod liver oil and cod liver oil of the Health Products Co. in western, northern, and eastern New York.

**Vassar, Mich.**—Chas. J. Pasel, operator of a portable grinder, was killed Jan. 29 at a farm granary when the truck carrying his hammer mill rolled down a slight incline and crushed his head against the door.

**Seattle, Wash.**—The Centennial Flouring Mills Co. for the past three months have been operating an educational truck in Oregon and Eastern Washington to show farmers the best feeds and feeding methods.

**Bran** will be purchased by the government in large quantities as an ingredient in grasshopper poison. Budget Director Douglas having included an appropriation of \$2,354,000 for protection of crops against insect depredations.

**Decatur, Ill.**—The Staley Sales Corporation has appointed Dr. Karl J. Seulke director of feed nutrition and sales promotion in the Eastern territory. He has taught at the University of Indiana and Penn State College.

**Chicago, Ill.**—Our executive com'ite has decided that the annual 1934 meeting of the American Feed Mfrs. Ass'n shall be held at the French Lick Springs Hotel, French Lick, Ind., May 31 and June 1.—R. M. Field, executive vice pres.

**Chicago, Ill.**—A new process invented in Germany has been installed by the Archer-Daniels-Midland Co. to extract the oil from soybeans, the great advantage being that practically all of the oil is removed without leaving any taste of the solvent, making the meal remaining of more value for feed.

**Portland, Ore.**—Portland feed manufacturers have notified the trade that a carrying charge of 25c per ton for each 15-day period or fraction thereof will be imposed on contracts, and that contracts will be written on a 30-day basis, expiring within 60 days, by which time shipping instructions must have been furnished.

## Feed Future Prices

The following table shows the closing bid price each week in dollars per ton for standard bran and gray shorts for May delivery:

	St. Louis		Kansas City	
	Bran	Shorts	Bran	Shorts
Dec. 22.....	13.85	16.50	11.95	15.20
Dec. 30.....	14.10	17.00	12.45	15.85
Jan. 6.....	14.75	17.60	12.70	16.10
Jan. 13.....	14.85	18.15	13.00	16.45
Jan. 20.....	15.00	17.85	12.95	16.50
Jan. 27.....	15.00	17.80	13.15	16.05
Feb. 3.....	15.50	17.85	13.50	16.15
Feb. 10.....	15.75	18.00	13.80	16.20

## Hay Movement in January

Receipts and shipments of hay at the various markets during January, compared with January, 1933, in tons, were:

	Receipts		Shipments	
	1934	1933	1934	1933
Baltimore.....		33		
Boston.....	935	1,166		
Chicago.....	2,984	2,031	943	834
Cincinnati.....	1,210	726		
Ft. Worth.....	141	44		
Kansas City.....	4,740	4,404	1,692	588
Los Angeles.....	10,076	14,234		
Minneapolis.....	900	860	57	
New York.....	200	544		
Peoria.....	20	50	30	
Portland, Ore.....	932	754		
Seattle.....	110	275		

**Salem, Ore.**—Feed dealers have discontinued the price war by an agreement to make a charge of 5c for credit sales and a charge for delivery.

**Screenings** in store in Canadian elevators Jan. 26 amounted to 2,827 tons at Owen Sound, 559 tons at the Goderich Elevator Co., and 989 tons at Toronto. Shipments during the week were 251 tons from Owen Sound, 214 tons from Goderich and 88 tons from Toronto, as reported by the Dominion Bureau of Statistics.

## No Reports from Grinders of Corn Into Feed Only

The regulations issued two months ago required those grinding corn into feed to keep a record and to make reports to the collectors of internal revenue.

Late in January this regulation was superseded by a new ruling of the Bureau of Internal Revenue that when corn is milled not for flour but for feed purposes only the miller need file a single affidavit only with the collector stating that until the collector is further advised the only milling of corn to be done will be the cutting, grinding, cracking, or breaking of field corn, not in the form of flour, for feed purposes only.

## Working on Feed Code

David K. Steenbergh, of Milwaukee, sec'y of the National Federation of Feed Ass'ns, went to Washington late in January to take up with the AAA and NRA the divergent views of the ass'n code com'ite and the AAA on sections desired to be added by the code com'ite or the AAA.

One clause the code com'ite is desirous of adding prohibits the purchase and sale of feed by persons engaged in the business of transportation for hire. Another desired clause is the posting of prices to prevent unfair price cutting.

The directors of the Pacific Northwest Feed Ass'n desire a clause fixing prices to be charged for feed, as determined by a com'ite in each zone.

## Pacific Northwest Feed Ass'n to Meet Feb. 21-22

The annual meeting of the Pacific Northwest Feed Ass'n will be held Feb. 21 and 22 at the Tacoma Hotel, Tacoma, Wash.

A feed merchandising school conducted by G. H. Holland of the Allied Mills will be held the first day beginning at 1 p. m. The school will include lectures on seeds by Professor Harry Schoth of Oregon State College, and on inflation by Harry B. Lear, pres. of the University National Bank, Seattle.

In addition to the code features, the following will appear on the program the second day: An explanation of the state business tax law by C. F. Larson; discussion of the results of extraordinary legislation in Washington by Mac Taylor. A report on the work of the feed control com'ite by John Gould, chairman. The annual story, by E. W. Fry. A discussion of the Washington state feed law by Paul Rhodius, supervisor of feeds.

The registration fee for the first day will be \$1.25, including dinner in the evening, and for the second day \$3.50, including luncheon and dinner.

## Cipher Codes

**Universal Grain Code:** Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.00.

**Robinson Telegraph Cipher Code:** Revised with all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Dowling's Grain Code:** Used extensively in Western Canada. 154 pages. 4¼x6¾ inches. Price \$3.00.

**Millers Telegraphic Cipher:** (1917) For the milling and flour trades. 77 pages, 3¼x6 inches. Cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 9th edition revised for provision and grain trades. 145 pages, 4½x5½ inches. Cloth bound. \$3.50.

**A. B. C. Improved Fifth Edition Code, with Sup.:** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. In English. Price, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million combinations, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. 8½x10½ inches. Leather back and corners. \$10.00.

**Peerless Grain Code:** For cable grains, \$75.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, completed especially for export grain trade. 152 pages, 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision):** Sixth edition. For use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

**Calpack Code** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Cannery Ass'n. Size 6½x8¾ inches, 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

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## Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at.....cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. **Order Form 10 DC Improved.** Price, \$1.00, f. o. b. Chicago. Wt. 1 lb.

**Triplicating** book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. **Order Form 10 TC.** Price \$1.25, f. o. b. Chicago. Weight, 21 ozs.

## Grain & Feed Journals

Consolidated  
332 So. La Salle St. Chicago, Ill.



## Developing a Feed Business

By C. H. JANSEN, Indianapolis, before Indiana Grain Dealers Ass'n

In 1931 began an era of low poultry prices, low incomes for the farmers and commercial poultry raisers, and price cutting competition regardless of quality. To meet these conditions we found it necessary to install our own feed mixing plant.

When the grower could get a good price for his broilers, eggs, and market hens, he did not mind paying \$3.50 for a bag of egg mash, or \$5 for a sack of chick starter, but with eggs at 8c a doz. this price became impossible. The poultryman had to watch his costs to save his business. By the time the feed manufacturer added a converting mark-up and we added a profit, the price of feed at retail was much higher than that of the local mixer. The installation of a mixer was a life saver for us.

Our experience indicates two requisites to success in the feed business. The first is a good feed. The second is salesmanship.

There is nothing mysterious about a good formula. In existence today are about as many as there are different forms of religion. They come from research volumes, experimental stations, trade publications, private and other sources. But be sure that you have a mixture that will make a hen produce eggs. All the selling in the world cannot hold the patronage of a dissatisfied customer. The customer wants a profit from feeding.

Personal contact naturally heads the list of selling methods. You can not expect to be successful as a feed peddler by arguing the New Deal while toasting your shins before the stove in the winter time, or sitting in the shade of a tree in the summer. Several years ago when I called on a farmer I was often greeted with "What! Another feed peddler! There have been three here already today." Now things are different. The same farmer is glad to see me, and becomes intensely interested in what to expect in poultry and eggs prices.

Use the telephone freely. At the other end of the line are most of a feed man's customers, and a lot of prospects he would like to sell. Get out a list of 120 names, some of whom have become lost customers for some unknown reason. Call 20 of these each day for a week. Call them yourself the first time. Often they will feel flattered to have the "boss" call them. Tell your prospect about the feed you are making, how it has made the few hens of Mrs. Jones lay 125 eggs on a cold January day (but be sure to tell the truth). Then explain that you have a truck making regular trips in his neighborhood each week. Ask the customer if you can throw on a few bags of feed for him. The results will surprise you.

Direct-mail advertising is valuable, if only a one-page mimeographed letter, provided it is mailed regularly. Keep your name before your prospects so they will think of you when they need something. When a new family moves in send a letter inviting a call. When you miss a customer write him a polite note and ask if there has been any fault in your store which has caused him to stay away. Use the mail liberally.

Newspaper advertising in cities where the rate for display is 25 to 50 cents an inch can

be used to good advantage. We use little display for feed sales due to newspapers having a city circulation in our section that is about 80% waste because the readers do not use feeds. A small classified ad has proven very satisfactory.

I visit a good many chick hatcheries thruout the state. I've noticed little friendly feeling between the elevator men and the hatchery operators. They seem unwilling to co-operate. If grain dealers would start today where the large feed manufacturer began 10 years ago, cultivating the good will and friendship of the hatchery operators, they would find profits. The feed converter has capitalized on the existing jealousy between the elevator man and the hatchery to move large volumes of feed into every community in the state.

The hatchery man is vitally interested in the chicks he sells. He likes a feed to produce thrifty chicks that will make a profit for their owners and bring them back for more. There is no good reason why he should be unable to get such a feed from the local elevator.

Every chicken weighing three pounds has consumed about 15 pounds of feed and every hen will eat about 90 pounds a year. What is the poultry population in your community?

We have used several methods in advertising our business. These include road signs, radio, thermometers and calendars by the thousands. One of the best stunts was a balloon about 30 feet in diameter, inflated with gas and anchored to the top of our four-story building by a 50 ft. cable. This balloon was illuminated at night, and carried our ad. It was a huge success for two weeks. Then the attendant took sick and failed to keep it properly inflated. During the night a storm arose and the balloon began to sidesway, nearly wrecking the building. The police made us take it down.

The feed business in any community will be no better than the feed men make it. If you are willing to work at peddling you are bound to succeed provided you have an honest article and enough confidence in your ability to place your message before your prospects. Never be apologetic. Believe in yourself, in your feeds, and in your community.

## An Improvement in Magnetic Separation

A new attachment to go on the spout feeding a magnetic separator has been designed to regulate the flow of grain over the magnet and to stop and start the flow of grain in the spout.

By employing magnetism to raise the gate and utilizing the weight of the gate to close it the operation of the gate is made automatic.

The halftone engraving herewith shows the complete attachment, and the line engraving shows the equipment installed in the spout. "A" is the feed gate, "B" is where the grain flows over the magnet, and "C" is the safety trap.

When the operator opens the switch the grain stops flowing as the heavy iron gate drops down and cuts off the flow. At the same time the safety trap opens and the tramp iron is discharged from the magnet "B." Closing the switch closes the safety trap and opens the feed gate, starting the grain flow over the magnet that extracts the tramp iron.

The shape of the gate is such that it cuts

into the flow of grain and its weight permits it to do so very quickly and positively. It is possible to install this gate for magnetic separators already in use, or to install the device on some of the later "Super" type "B" separators now in service.

Additional information will be given readers of the Grain & Feed Journals on application to the manufacturer, the Magnetic Mfg. Co., which has introduced the various "Stearns" improvements in magnetic separation of tramp iron from materials to be ground.

Money is being poured into consuming channels at the rate of \$38,500,000 per day, or \$1,000,000,000 per month by the AAA, CWA, and PWA, and many other aggregations of alphabetical combinations.

## ANALYSIS of FEEDS

**Complete \$5** Analysis includes protein, ash, nitrogen free extract & carbohydrates. **Proteins, Fats and Fibers—\$1 each** Write for free moisture proof mailing tubes. **SECURITY TESTING LABORATORY** Medical Arts Bldg. Burlington, Iowa

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The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

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## GRUENDLER

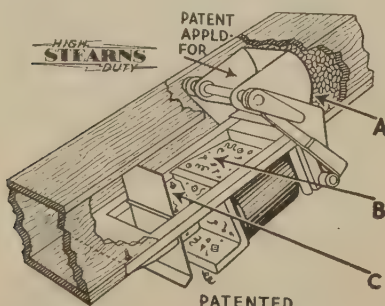


Slow Speed and High Speed Feed Grinders will maintain lowest cost and highest quality feed and are making profits instead of just swapping dollars. Ask the feed miller who owns one.

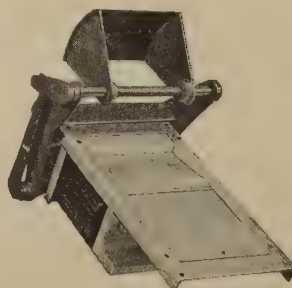
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Gate Installed in Feed Spout.



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## Protein Balancer in the Swine Ration

By J. S. COFFEY, before the Feed Dealers Conference, Ohio State University.

The protein feeds from animal sources most commonly used in making balancers for swine feeding are digester tankage, fish meal and milk in different forms. Of these tankage is used most commonly and for many years it alone combined with corn was thought to constitute about the best feed combination available for market hog feeding. One of the great advantages of tankage as a balancer lies in the fact that it carries a high percentage of protein (60 to 65%). Furthermore, it is reasonably palatable and is not subject to rancidity to the extent that fish meal is.

Fish meal has a protein feeding value fully as great as that of tankage. The disadvantages of this feed lie in its lack of general availability, the fact that it is subject to rancidity and, finally, it usually costs more than tankage. However, when costs permit, fish meal can be substituted for or used in connection with tankage in making up the supplement. In the latter case the potency of the feed is doubtless enhanced because of the variety factor.

Skim milk or buttermilk as a source of protein in swine feeding is excellent in producing rapidity of gains. However, since these materials involve the handling of heavy bulk, they have not been adopted as popular feeds by swine growers. In condensing these feeds into semi-solid or powdered products, the cost is usually increased to the point where swine feeders cannot use them.

Protein feeds for swine derived from plant sources are numerous. Most common among these are linseed oil meal, cottonseed meal, soy beans, soy bean oil meal, wheat products and legume hay meals, particularly alfalfa. These have all been found useful and economical when blended with an animal protein into a supplemental feed.

The popular supplemental blend in Ohio and other corn belt states has been the so-called trinity mixture, composed of tankage 50%, linseed oil meal 25%, alfalfa meal 25%.

This mixture, however, can be altered materially without seriously impairing its value by making various substitutions. For instance, fish meal may supplant tankage if prices justify such action, while soy bean oil meal might easily replace the linseed oil meal. Furthermore, a limited amount of cottonseed meal may be used to replace either linseed oil meal or soy bean meal.

As to the alfalfa, it is entirely possible to substitute for it meal from leafy cowpeas or clover. Neither of these feeds, however, have the palatability or the feeding value of the alfalfa.

As evidence of the efficiency of the mixed protein feed as compared to tankage alone as a supplement, the following statement from bulletin 488 of the Ohio Experiment Station is given: "A summary of nine trials shows that, by including linseed meal and ground alfalfa in a corn and tankage ration, the rapidity of gains was increased 21.3% and the feed consumption per unit of gain was lowered 5%."

The value and economy of the supplemental blend have been demonstrated so many times that it has become universally accepted over any single protein supplement, particularly in dry lot feeding. In pasture feeding, available forages tend to vary the proteins to a considerable degree, thus nullifying to a certain extent the advantages of the blend.

In order that some of the fundamentals of the protein balancers may be observed more definitely, the following feed mixtures are submitted for your inspection, discussion and criticism, all quantities stated in pounds:

1. Open formula, known as the Farm Bureau Multi Pro:

700 soy bean oil meal	200 fish meal
400 cottonseed meal	100 alfalfa meal

500 tankage, 60% protein  
100 cane molasses.

2,000 pounds

This feed runs to a minimum of 45% protein:

2. Open formula, Farm Bureau Pork Maker, 38% protein:

100 fish meal	320 alfalfa meal
500 tankage	100 cane molasses
100 linseed oil meal,	40 dried kelp
34% protein	40 ground limestone
180 cottonseed meal	20 salt
600 soy bean oil meal	

2,000 lbs.

3. Big Ten Formula:

40 tankage	1½ limestone
15 linseed oil meal	.198 iron oxide
12.8 alfalfa meal	½ wood ashes
20 cottonseed meal	.002 potassium iodide
9 peanut oil meal	
1 salt	100 lbs.

4. A 16% protein complete concentrate ration for swine feeding:

100 fish meal	80 linseed oil meal,
950 ground yellow	34% protein
corn	100 cane molasses
250 fine ground oats	10 steamed bone meal
150 tankage, 60% protein	20 charcoal
230 standard wheat midds.	10 salt
100 fine alfalfa meal	

2,000 lbs.

## Status of Feed Dealers Code

The AAA desires to retain jurisdiction over the feed code, now actually transferred to NRA. The AAA has agreed to permit use of NRA codes as precedents in feed code provisions.

The AAA desires to pare down details of code, and increase power of the code authority, a plan which the National Federation committee seems inclined to favor.

The question of exemption from code of incidental dealers, and very small dealers, is still up, the National Federation committee refusing flatly to consider any exemptions at all.

Inclusion of hay and straw under feed code is under discussion, some wanting a separate hay and straw code. Pacific Coast feels unity is desirable, and is insisting thereon.

Definite inclusion of truck dealers under the code is desired, on which point the committee will make no concessions.

## Less Grain Being Fed

Grain and concentrates fed per cow in the herds of dairy reporters on January 1 was 28 percent less than on the same date last year, continuing the low level which has prevailed since August 1. During the first six months of the year the feeding of grain and concentrates was maintained well above the relatively low 1932 levels. In July, however, feed prices turned upward and the high prices of feeds as compared to the price of milk discouraged the purchase of grains and concentrates which combined with relatively low grain supplies on farms reduced the quantity of grain and concentrates fed per cow to 16 percent less on August 1 than on the same date in 1932. The decline in feeding became greater in subsequent months reaching the low point as compared to 1932 on October 1 when the quantity of grain and concentrates fed per cow was 41 percent below that of twelve months earlier.—Wisconsin Department of Agriculture.

Corn loans are refused on corn in cribs more than 16 ft. in diameter, without ventilators, by the Commodity Credit Corporation, which is unfair to farmers in Nebraska, where the dry climate has made the standard size for round cribs more than 16 ft.

The milling code was strengthened tremendously by the hearing. The industry made an excellent impression upon Washington, and its case was clean-cut. It was demonstrated clearly that the industry needs a code, that it is supporting this code, and that there are sound reasons for every provision. Practically all the arguments related to important details rather than to fundamentals.—Herman Steen, sec'y Millers National Federation.

## Dairy Mixtures

By H. C. HOPPER of Cornell

Regarding the necessity of feeding concentrates, let it be said that in general practice, the silage and hay somewhat more than maintain the cow. If the hay is of good quality, the roughage part of the ration will provide for the maintenance and perhaps a production of from 10 to 15 lbs. of milk. Any additional production is therefore dependent upon the grain supplied.

Assuming that most of the ingredients must be purchased, the following are suggested, based on prices recently quoted:

With silage and mixed hay: 300 hominy, 200 oats, 200 wheat bran, 300 middlings, 200 gluten feed, 200 cottonseed meal.

With silage and legume hay: 300 hominy, 100 oats, 200 bran, 200 middlings, 100 gluten feed, 100 cottonseed meal.

With silage and timothy hay: 300 hominy, 200 oats, 200 bran, 300 middlings, 400 gluten feed, 300 cottonseed meal.

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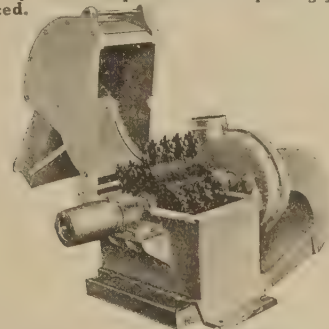
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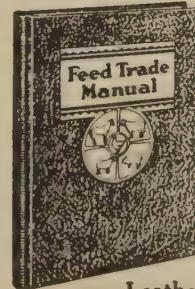
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Also manufacturers of SCHUTTE cost reducing parts for your present hammer mill. Write for free circular describing them.

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Indispensable to the man who mixes and grinds feed.

A Practical How To Do It Book containing Formulas for all kinds of feed for any section of the country.

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# Poultry Feeds and Feeding

Chicago, Ill.—Judge D. E. Hale, who is in charge of the experimental department of the Northwestern Yeast Co., in poultry feeding, and who resides at Glen Ellyn, is a candidate for the office of vice pres. of the American Poultry Ass'n. Mr. Hale has had a wide experience in the poultry industry during the past 30 years, managing poultry farms and poultry shows.

## A Poultry Diet Analyzed

By HARRY W. TITUS, Washington, D. C.

A very simple poultry diet is made up as follows:

	Per Cent
Ground yellow corn.....	72
Dried skimmilk.....	25
Oyster shell.....	2
Salt.....	1

Total.....100

An average chemical analysis of this diet shows:

Moisture.....	10.5	-11
Ash.....	4.9	-5.5
Crude protein.....	14.6	-16.4
Crude fat.....	3.6	-5.0
Crude fiber.....	1.4	-1.6
Nitrogen-free extract.....	about	62
Potassium.....	about	0.6
Sodium.....	about	0.5
Magnesium.....	about	0.13
Sulphur.....	about	0.21
Chlorine.....	about	0.9
Calcium.....	1.05	-1.02
Phosphorus.....	0.43	-0.49
Calcium-phosphorus ratio.....	about	2.44 :1

The quality of the protein in this diet is very good since so much of it, i.e., more than a half, is derived from milk. In some batches of this feed mixture, depending on the composition of the ingredients used, the quantity of protein might prove to be too small to permit chicks to make rapid growth. However, laying hens can get along nicely on this diet, so far as its protein content is concerned.

The fiber content is distinctly low and probably should be increased.

The ash content is comparatively low but, because such a large share of it is derived from milk, it is of high quality. The magnesium content is quite low and it may be that some of this element should be added to advantage. The percentage of potassium, sodium, and chlorine are appreciably less than in other diets but, presumably, enough of these elements is supplied.

We now come to a consideration of the calcium and phosphorus content of this diet. First of all, the phosphorus content is distinctly low and the diet may be improved by including in the formula some suitable sources of this element. Second, the calcium-phosphorus ratio is too wide for such a small amount of phosphorus. The amount of calcium is adequate and so the proper way to improve the calcium-phosphorus ratio is to add some source of phosphorus which contains relatively little calcium.

This diet ordinarily contains a fully adequate supply of vitamin A for growth, provided that the dried skimmilk carries at least one half of its average quota; if it does not, the diet then

contains an amount which may not be enough, especially if the corn is old, or has been ground for too long a time. However, for egg production, it is necessary, or at least highly desirable, to add from 1 to 1.5 per cent of cod-liver oil.

The content of vitamins B, E, and G are adequate, especially if the dried milk is of good quality. If it has been over heated, however, there is the possibility of this diet being deficient in vitamin G; but this possibility appears to be quite remote.

Without question, this diet is, ordinarily, markedly deficient in vitamin D despite the fact that the milk may contain some of this factor.

And now to improve the diet. Since both the fiber and phosphorous content are low, the use of wheat bran, or rice bran, is suggested. The substitution of 10 per cent of either kind of bran for corn would increase both the fiber and phosphorous contents to desirable values. Likewise this substitution would bring our magnesium content up to about 0.2 per cent. This substitution, together with the addition of 1 to 1.5 per cent of cod-liver oil of high grade, makes this diet completely adequate for growing chicks, but for laying hens it is necessary to give them, in addition, access to oyster shell or limestone grits, or to cracked bone.

## Ground Cobs for Baby Chicks

"We are fixing a spout from a cob bin," said V. E. Edrington, who runs the Max Grain Co., on a rural route out of Lebanon, Ind., "so that we can run cobs into a crusher and grind them into litter for baby chicks. Many farmers who raise chickens would rather have ground corn cobs for litter than anything else they can buy."

## Profit Building in 1934

G. W. SULLY, DAYTON, O., before Indiana Grain Dealers Ass'n

To build profits for business know your costs. Do you know your fixed costs, such items as rent, heat, light, power, water, insurance, taxes, and what they total? And your advertising costs that are not fixed such as salaries, advertising, delivery, interest, and bad debts?

Bad debts is a problem. They can quickly destroy all the profits it takes months to build, and dig deep into capital. Have a system for collecting. Go after them.

Miscellaneous is a general item. Too general. A lot of unnecessary expense creeps under that heading. Do you know everything in your business that comes under it?

Modernize your business to attract and hold business. Folks like to trade in a clean, up-to-date establishment. It makes them feel like they are dealing with business men.

Do you know on what lines of merchandise you are making money, and on what lines you are losing? One loser can destroy the profits from a number of winners.

Increasing sales does not insure increasing profits; often it increases losses. Profits lie in increasing sales on items that show a profit. Don't push loss items. Play the winners.

What can you do to promote your business that your competitor is not doing? A book could be written about that. Quit worrying about your competitor. Study out what you can do to promote your own business, then work at it, and pretty soon you will have your competitor worrying about you.

## Dried Milk Jobbers Organize

Meeting at the Bismarck Hotel, Chicago, Feb. 6 and 7, a representative group of jobbers and brokers engaged in the dry milk industry organized the National Ass'n of Dried Milk Jobbers and Brokers with W. R. Embleton, Buffalo, N. Y., as pres.; S. T. Edwards, Chicago, Ill., as vice pres., and W. F. Becker, Jr., Chicago, as sec'y-treas.

The purpose is to cooperate with the manufacturers to carry out the provisions of the marketing agreement, No. 8, as signed by the sec'y of agriculture, H. A. Wallace, as carried out under the direction of the managing agent, Roud McCann of the American Dry Milk Institute, Chicago.

"Between the middle and end of February we are going to have a public conference on every approved code and then the world and his brother, anybody who has the slightest grievance, will have his day in court with everything wide open."—Gen. Hugh S. Johnson.

Motor trucks transported exactly 50% of the cattle, calves, hogs and sheep from farms to 17 markets in 1933, a gain of 30% in number over the previous year. More than 30,000,000 head of cattle, calves, hogs and sheep were hauled to market terminals by truck.—*Corn Belt Dailies*. And the railroads were taxed to build and maintain trucks' right of way.

## Triple XXX Alfalfa Meal

Use more of it—it's healthful



THE DENVER ALFALFA  
MILLING & PRODUCTS CO.  
Merchants Exchange ST. LOUIS LAMAR, COLO.

## Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

Mr. Hurd, from his experience both as a poultry farmer and college instructor, has revised the text and pictures throughout. The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

This book is printed on enamel book paper from large type and well bound in cloth. Its 480 pages divided into 23 chapters and illustrated by over 200 engravings, teems with helpful, practical information. Price \$2.50 f.o.b. Chicago; shipping weight two pounds.

Grain & Feed Journals

Consolidated  
332 So. La Salle St., Chicago, Ill.

## Feedstuffs Movement in January

Receipts and shipments of feedstuffs at the various markets during January, compared with January, 1933, in tons, were:

	Receipts		Shipments	
	1934	1933	1934	1933
*Baltimore.....	3,145	2,101	.....	.....
*†Boston.....	548	439	20	.....
*Chicago.....	11,373	10,930	24,247	27,995
*Cincinnati.....	330	90	.....	.....
†Kansas City.....	1,530	1,680	5,280	4,290
*†Los Angeles.....	7,110	3,570	24,825	19,200
*†Milwaukee.....	1,880	180	.....	.....
*Minneapolis.....	865	1,067	35,623	20,292
†Minneapolis.....	.....	.....	5,379	4,148
*†Minneapolis.....	1,719	1,790	3,515	2,033
*New York.....	163	174	49	.....
*Peoria.....	8,945	9,880	10,653	10,291

\*Millfeed. †Bran and shorts. \*†Millfeed, bran and shorts. ‡Linseed meal. ††Screenings.



Corn Gluten Feed, Corn Oil Cake Meal,  
Brewers' Dried Grains Malt Sprouts  
ANHEUSER-BUSCH ST. LOUIS



## Milk in Poultry Feed

By C. W. SIEVERT of American Dry Milk Institute.

Practically everybody recommends the use of milk in chick starters. If chicks were started later on in the season, so that they could be outdoors from the time they are a few days old and could enjoy free range on grass, then it might be possible to start chicks without using milk. As it is chicks are started early in the season in brooder houses and get very little if any fresh green feed. Consequently, dry green feed is the nearest approach to the fresh material and experience has shown that milk makes up for deficiencies in this direction as no other material can do. This, coupled with the fact that everyone wants fast growing chicks and the accompanying fact that milk makes chicks grow faster than any other feed ingredient, makes it the natural thing to incorporate appreciable percentages of milk in chick starting feed.

Recommendations run all the way from 5% to 15% of the total ration. Since chick starters are usually fed as the entire feed for several weeks before any grain is added, we may figure the amount of milk in the chick starter as being the amount in the total ration of the chick. A large number of stations recommend 10% of dry milk as the best amount to use. The other ingredients used in chick starter would have some effect on the actual amount of milk necessary and this possibly accounts for the difference in recommendations.

We must bear in mind that the amount of milk has a rather definite effect on the uniformity with which the chicks will grow. Feed, however, cannot be expected to make up for deficiencies brought about by poor breeding, but I believe it is safe to say that poor feeding causes a greater lack of uniformity than poor breeding does.

In growing mashers the amount of dry milk is dropped from the amount used in the chick starter down to the amount used in egg mash. A mash feed containing 10% of milk fed half and half with grain will produce a total ration with 5% of milk. The feeding program is usually changed as the bird gets older, sometimes by changing the composition of the mash, and sometimes by varying the amount of grain fed with the mash.

In egg mash most recommendations call for approximately 5% of dry milk in the regular type of mash. In the all mash type, 2½ to 3% as the minimum is the amount to be recommended.

We know of milk recommendations all the way from nothing to 10% of dry milk in egg mashers. To some extent these recommendations depend on the manner in which chickens that are producing eggs are handled in the states where these stations are situated. Chickens that have free range outdoors do not require as much milk as those that are kept indoors all the time. Farm flocks quite commonly are outdoors the greater part of the year, and are confined only during the winter months. At the same time farmers are more inclined to feed egg mash in the winter than they are at any other time of the year. This makes it good business to include a reasonable percentage of dry milk in the mash feed. Under average conditions the amount to be recommended is at least 5%.

Where hatchability of eggs is a factor it usually pays to use larger amounts of milk than for the ordinary egg mash.

A very common recommendation, and one that seems to be standing the test of usage is the use of approximately 10% of dry milk in the mash fed to breeding birds. I am speaking of the regular type of mash. In the all mash feed, 5% should be used for breeding birds.

In feeding turkeys at least 10 and preferably 15% of dry milk gives superior results for starting the poults. For growing turkeys, approximately 10% is the amount of milk to use. Turkey growing mash is used with grain and the turks usually eat more mash while they are young, gradually tapering down to the use of

very little mash and a large amount of grain at the fattening time.

Feed dealers are always interested in taking care of the requirements of their customers. Consequently many feed dealers find it an advantage to also make some mash feed without milk, especially egg mash, so the customer can use his own milk where he has it available. Liquid skim milk is best fed on the farm and where it is regularly being fed it is not necessary to put milk in the mash mixture. Many farms do not have milk or in some cases are negligent in using it, and they should always be urged to buy mashers with dry milk in them.

In starting chicks, it is always much safer to sell them feed containing the dry products. The increase in the cost brought about by using the dry product over the liquid is more than made up in keeping the brooder house in better condition and in a more uniform milk consumption by the chicks which results in a more uniform and quicker growth.

## Income Tax Deductions for Loss

By GEORGE HAMILTON SMITH, Attorney at Law, Boston

It is very important sometimes to determine the year in which a loss should be deducted. For instance, a place may be destroyed by fire in 1930 but the amount of the loss may not be determined until 1931. Likewise a person may steal from an individual for several years and the loss may not be determined for several years thereafter.

In each of these cases during what year shall a return of the loss be made in the income tax return?

If the loss is accounted for during a year in which there was a net profit, this loss may wipe out the net profit and there will be nothing on which to pay taxes. If the loss is accounted for during a year in which there is no net profit, an accounting of the loss during that year will do the tax-payer no good so far as the payment of income tax is concerned.

A sawmilling corporation operated a general store that burned Dec. 30, 1919, and there was some fire and smoke Jan. 1, 1920.

When the Commissioner of Internal Revenue disallowed the taxpayer's claim for loss in 1920 the Board of Tax Appeals ruled:

"At midnight on Dec. 31st the building had been destroyed. What remained after that time was of no value. It is true that the exact amount of the loss was not ascertained because

the insurance had not been adjusted."

The Internal Revenue Commissioner was sustained, as the Board of Tax Appeals said the loss was sustained in the year 1919.

## Distillers' Parity Payments

Code regulations require that parity payments on grains ranging from 2.3 to 30.8 cents a bushel in addition to processing taxes must be paid to the Government by distillers of whiskey and alcohol for beverage purposes.

The additional parity payments, which are effective thru January and February in cents per bushel are: Corn, 29.5 (in addition to 5-cent processing tax in effect); barley, 30.8; rye, 28.8; wheat, 2.3 (in addition to 30-cent processing tax in effect); oats, 15.3.

The farm price per bushel as of Nov. 15, 1933, and the fair exchange value of the various grains set forth in the regulations are:

Commodity	Farm Price	Fair Exchange Value
Field Corn .....	40.6 cents	75.1 cents
Barley .....	41.6 cents	72.4 cents
Rye .....	55.4 cents	84.2 cents
Wheat .....	71.1 cents	103.4 cents
Oats .....	31.4 cents	46.7 cents

## Poultry Feeds and Feeding

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An invaluable book which should be in the reference library of every grinder and mixer of feeds for poultry. Shipping weight: 1½ lbs.

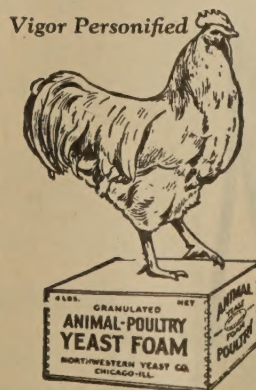
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## Soybeans in Dairy Ration

By K. J. SEULKE, Ph. D.

A great many feed mixers are today considering the changes they should make in registering their formulas for the coming year. This is a most important consideration and one that deserves careful thought and scrutiny into the future. It is obvious that any changes that are made must take into consideration three important objects: The betterment of the ration from the standpoint of the feeder, the permanence of the change, and the effect upon the final price of the ration.

The question of improvement of the ration is all important in these days of strenuous competition and close scrutiny of results on the part of the feeder. There is always the temptation to incorporate in feeds the protein ingredients fairly high in crude protein but low in the actual digestibility of these proteins. The legalization of alcoholic beverages has released a flood of such proteins on the market and without doubt their cheapness will cause many feed mixers to use them altho in many quarters mixers are finding that the supply of these feed stuffs is not so plentiful as they were led to believe.

Due to the shortage apparent in the production of linseed oil meal many are investigating the possibility of securing another source of protein that will give the same results when fed to all classes of farm animals, that will be abundant in the future so that subsequent formula changes will not have to be made in years to come, and one that will not increase the price of the various rations in which it is used.

**SOYBEAN OIL MEAL**—such a protein ingredient does exist and thousands of feed mixers will incorporate this in their rations this year. I refer to soybean oil meal. Soybean oil meal has been tried out in experiment for all classes of animals by numerous experimental stations maintained by the larger feed manufacturers. Time after time the findings have proven that soybean oil meal can replace other recognized proteins, including linseed oil meal in a ration with equal results, but that due to the wide variety of its proteins, or to be exact its amino acids, it can replace the protein ingredients higher in protein analysis.

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"Protection lies in knowing that the feed is properly labeled and that it meets with the laws of the state into which it is shipped. A chemical analysis of an adequate and fully representative sample will assure the manufacturer before a car is shipped. This avoids the danger of shipping feeds of uncertain, or unknown quality—a hazard which may easily cost in one slip, many times the cost of adequate analytical service over a period of many months."

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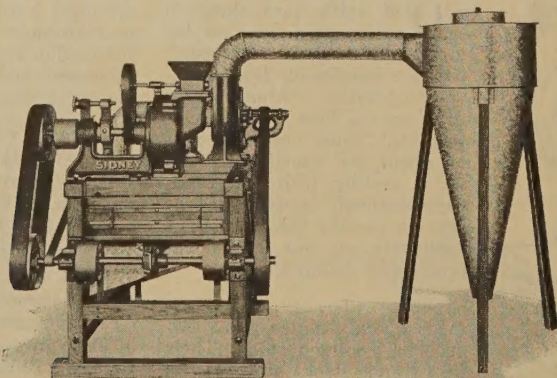
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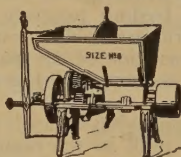
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Alfalfa meal	Kelp
Beet pulp	Linseed meal, cake
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Bone meal	Mill feeds
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Buttermilk, dried, semi-solid	Mineral mixtures
Calcium, carbonate, phosphate	Molasses
Cocanut oil meal	Oyster shell, crushed
Cod liver oil	Peanut meal
Charcoal	Peat moss
Commercial feeds	Phosphates, rock
Corn germ meal	Potassium, chlorid iodide
Cottonseed meal, cake	Poultry grits
Feed mixers	Salt
Feed concentrates	Sardine oil
Feeders for mills	Screenings
Fish meal	Sesame meal
Formulas	Skim milk, dried
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Hammer mills	Tankage
Iodine	Vegetable oil
	Yeast for feeding

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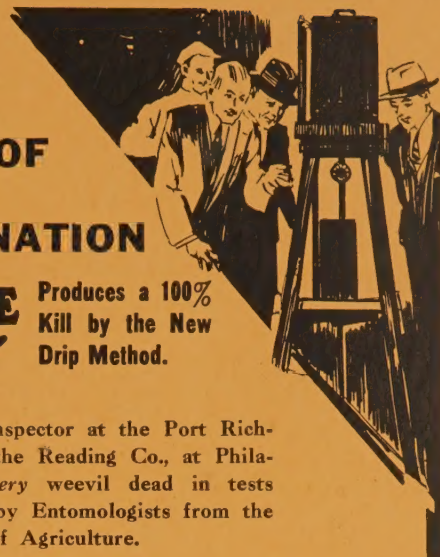
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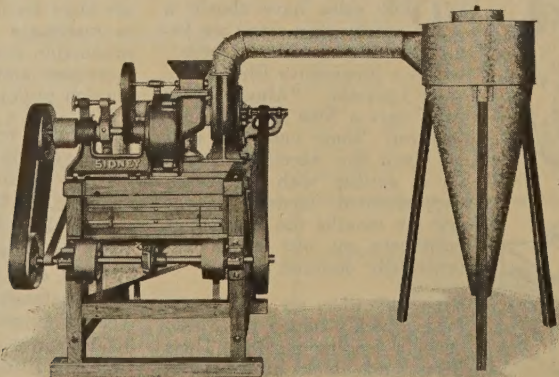
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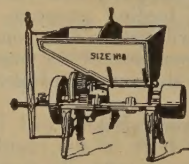
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